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Issue No 176
Available from Wednesday,
February 23, 2011



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BUSINESSES WILL FEEL STRAIN IF VISITORS STAY AWAY, WARNS TOURISM CHIEF

Call for rethink on plans to close castle for winter

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English Heritage is consulting with staff over plans to close Dover Castle during the week in the quieter winter months, threatening about 40 jobs. The charity says the move has been made necessary by the announcement of a 32 per cent cut in its grant from the Government.

By **MARIJKE COX**

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TOURISM chiefs have warned of the detrimental impact temporarily closing Dover Castle could have on the town's hospitality industry.

Business support manager at Channel Chamber of Commerce, Roger Walkden, said plans by English Heritage to close during winter weekdays could leave many accommodation and retail businesses struggling through the colder months.

Although the former B&B owner admitted many tourists were bussed straight to the castle without actually coming to the town, he said businesses would still feel the strain.

"In the summertime they do reasonably well, but there are still bills to pay in the winter," he said.

"I think the impact will be felt in accommodation, hospitality and retail businesses.

"I don't think it will necessarily lead to them closing down, although some may come close to it.

"There will be some that will really struggle." English Heritage is currently consulting staff on plans to restrict winter opening at Dover Castle to weekends following the announcement of a 32 per cent cut in government grants.

It could mean about 40 jobs lost at the castle.

English Heritage defended the move, stating only 13 per cent of the castle's annual visitors go to the castle outside the summer months, but with 355,000 people visiting between 2009 and 2010, this figure is still a high 46,000.

CONTINUED ON PAGE 2

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Pushing the boat out to boost tourism

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

A MAJOR study into the impact of tourism on Dover has revealed how vital the multi-million pound industry is to the district.

According to independent research by Visit Kent and Dover District Council, the tourism, leisure and hospitality sector contributes £211 million annually to the local economy.

In addition, the industry supports more than 4,410 jobs.

About 444,000 overnight trips were made in Dover during 2009 – 374,000 by UK visitors and 70,000 from overseas tourists – and the town attracted 3.4 million day trippers.

Local businesses benefited from £12.4 million of direct turnover spent by visitors with second homes and boats, and residents entertaining their guests.

Dover district councillor Frederick Scales said the results of the study underlined the importance of tourism and visitors to the district.

"As the gateway to England and the home to internationally significant attractions such as Dover Castle and the Bronze Age boat, Dover is drawing people in," he said.

"We are committed to working with our tourism organisations and all our businesses to grow this sector.

"We look forward to improved visitor numbers to our district as major projects are delivered locally."

The study showed the overall economic impact of tourism in the area had risen by six per cent since 2006.

Across the county, the tourism sector now contributes £3.2 billion to the economy and supports 63,000 jobs.

Sandra Matthews-Marsh, chief executive at Visit Kent, said: "These tremendous results really demon-



OPTIMISM: Sandra Matthews-Marsh

strate that Kent and Medway are recognised as a top UK destination, both at home and abroad.

"Visit Kent is a not-for-profit organisation, bringing together local authorities and our 3,000 tourism, leisure and hospitality businesses to market our county in a way that no individual business or organisation could do on its own."

Meanwhile, the second super-ferry took to the water for the first time off the coast of Finland.

The Spirit of France, one of two giant new ferries for the Dover-Calais service, was launched last Friday, February 18, when she was floated out of her construction dock at the STX Europe shipyard in Rauma, Finland.

Senior company officials including chief executive Helen Deeble and the ship's senior master Captain Steve Johnson were on the quayside to witness the flooding of the dry dock.

Over the next six months Spirit of France will be fitted out and is then due to be delivered in September. It is the sister ship to the Spirit of Britain.

• **For more Dover stories see** www.yourdover.co.uk.

Castle closure plans opposed

CONTINUED FROM FRONT PAGE

A decision on proposals will be made at the end of a three-month consultation with staff.

Mr Walkden, who is also on Dover District Council, said all tourism and business bodies should write to English Heritage urging them to reassess the proposals.

"All bodies which could be affected should write to them and say don't give up and close. We need to find ways to expand business in our town," he said.

"I designed two for the price of one vouchers for Richborough Roman Fort, Deal Castle and other attractions.

"In June, tickets for Dover Castle are going up to £16; if there were two-for-one vouchers, that would be a big incentive for visitors."

Margaret Reidy, from Number One Guest House on Castle Street, said the move by English Heritage could affect trade for many.

Although like Mr Walkden, she admitted some tourists were taken straight to the castle, bypassing the town, she said the proposals would still impact businesses.

An English Heritage spokesman said the organisation regularly reviewed its opening hours.

"Having looked at current visitor patterns, and bearing in mind the 32 per cent reduction to our Government grant in future years, English Heritage is proposing to adjust our winter opening times with effect from November 1, 2011.

"Over the next three months, English Heritage will be consulting its staff about these proposed changes."

Service tribute to ferry victims

A MEMORIAL service to mark the Herald of Free Enterprise ferry disaster is being held at St Mary's Church in Dover.

The service, on the 24th anniversary of the tragedy, will begin at 11am and tributes will then be paid at the end of the Prince of Wales pier.

Cross-Channel ferry the Herald of Free Enterprise sank off the coast of Zeebrugge on its journey back to Dover on March 6, 1987. A total of 193 people died.

Taking gamble on old ferry

THE first step has been taken to save a historic cross-Channel ferry from the scrapyard.

The Dover Steam Ships group staged a public meeting, where more than 50 people supported the plan to restore the former TSS Dover.

They included former ferrymen, steam ship preservationists, local dignitaries including the Mayor of Dover and interested residents.

Chairman of the Dover Steamship Company, Richard Moffatt, said: "We had several retired ferry chief engineers and deck officers, all willing to offer their advice and help and many who had worked on board the ship."

The former steam-powered cross-Channel vessel is currently docked in Middlesbrough, where she was used as a casino, but it is set to be scrapped as the casino company has gone into administration.

During the meeting, a steering



CASINO: TSS Dover as the Tuxedo Royale in Middlesbrough

committee was formed to raise funds for the project.

Mr Moffatt added: "We need £200,000 to purchase and repatriate her to Kent, with a further £50,000 for expenses during the first year.

"The TSS Dover has a sound hull and is quite restorable."

The plan is to install her as a seagoing coastal cruiser, using the skills of local workers with the emphasis on

training youngsters.

An alternative would be the creation of a static museum and exhibition, which also functions as a training ship, and uses the skills of experienced marine engineers and younger people in training.

Once acquired, the cost of fully restoring the ship to operational condition has been estimated at £14million, although the group's most important goal is to provide a berth in Kent, preferably in Dover.

The SS Dover was built in 1965 and entered service on the Dover-Dieppe route in the summer of that year. She was the last turbine steamer to be built for the Dover Strait services for British Rail.

Anyone who would like further information or would like to join the Dover Steamship Company can call Andy MacLean at 01227 732414 or go to www.tssdover.co.uk.

Rare black rhino latest delivery at animal park

A RARE black rhino calf has become the newest addition to Port Lympne Wild Animal Park giving the endangered species a crucial boost as numbers continue to decline globally.

The baby rhino, which is yet to be named, was born on January 22 to 14-year-old Ruaha and was this week set to make his debut into the outside world.

A spokesman at Port Lympne said if the weather improves the calf will be in the outer enclosure in time for this half term week.

"We are confident he will be very popular with visitors," he added.

The spokesman added: "This is Ruaha's second calf and she is a good mother."

"She was weighed regularly to assess her pregnancy and we also monitored her progress on specially installed CCTV."

"Black rhino face a very real threat of extinction and every birth is vital to ensure their survival."

The Aspinall Foundation, which runs the park, said the birth was cru-

By **MARIJKE COX**

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cial at a time when all rhino species were being forced closer to extinction.

More than 300 were killed illegally in South Africa last year – the highest rate ever experienced in the country.

This included 10 black rhinos, which are critically endangered with numbers declining by 90 per cent over the last three generations.

It is estimated only 3,500 individuals remain.

The shocking decline in species is due to the demand for rhino horn due to its use in traditional Asian medicine.

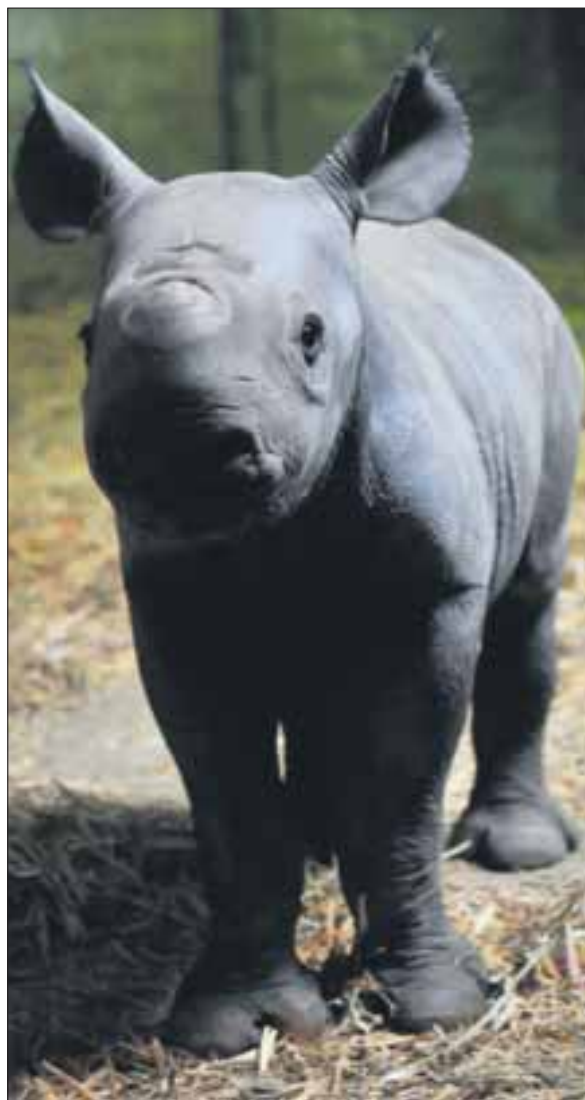
It is also used ornamentally in the Middle East.

Poachers use state-of-the-art technology including veterinary tranquillisers, night vision equipment, helicopters and silencers to catch the animals.

The new arrival at Port Lympne marks an important step in the conservation of rhinos.

It brings the number housed by the Aspinall Foundation up to 19.

The black rhino herd is already the largest breeding group outside of Africa, with Kent's animal parks –



ENDANGERED: Keepers were hopeful baby black rhino calf would make its first steps outside during the half-term holidays

Howletts, near Canterbury, and Port Lympne – having bred 32 calves to date.

Five of these have been returned back to protected areas of the wild in Africa.

For more information visit www.aspinallfoundation.org.

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Powerful images to help build on success of tourism campaign

STUNNING images of Dover and Folkestone have been unveiled as part of the second stage of a dramatic tourism campaign.

The first phase of the Kent Contemporary project, launched by tourism board Visit Kent, delivered an £18 million boost to the local economy with powerful images of the county's landmarks and hidden treasures.

The initial set of photographs, taken by top photographer Jean Luc Bernard, appeared on billboards, trains and London Underground stations promoting days out and short breaks in Kent to visitors from London, the South East and Europe.

In the first five months the £400,000 project, designed by Visit Kent and M&C Saatchi, pulled in almost 420,000 extra visitors.

The campaign, which featured three key images; Hever Castle, Botany Bay and the Goods Shed in Canterbury, also encouraged local residents to take more overnight stays and day trips with a total value



EYE-CATCHING: Photograph of kite surfers at Greatstone near New Romney

of just under £11m – although this figure was not included in the economic impact data.

New eye-catching images of Dover Castle and Folkestone's Creative Quarter have now been launched to tempt even more people to the county.

They will feature alongside images of kite surfers at Greatstone, near New Romney, a tepee at Walle's Court Country House Hotel in Dover;

Chapel Down Winery at Tenterden vineyard; the Historic Dockyard Chatham and Shepherd Neame's The Plough Inn near Faversham.

Chief executive of Visit Kent Sandra Matthews-Marsh said: "Kent Contemporary is a groundbreaking campaign which is already proving its great worth to the county."

Go to www.visitkent.co.uk for more information.

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Councillors' pay hike revealed by budget

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

TOWN hall chiefs have defended a staggering rise in councillors' allowances, after new figures revealed payments had increased by as much as 82 per cent over the last five years.

Statistics for Dover District Council showed the total in allowances paid each year had risen from £172,000 in 2004/05 to £313,000 in 2009/10.

The 82 per cent increase put the authority sixth in a list of the top 20 local authorities where payments had rocketed.

Canterbury City Council and Thanet District Council were also in the list, with increases of 71 per cent and 62 per cent respectively.

Councillors' basic allowance – which is separate from expenses – covers payment for things such as child care and allows for members to conduct constituency duties.

A spokesman at Dover council said it was important to have an allowances scheme which allowed the authority to attract councillors from all walks of life.

He also stressed that basic allowance had been frozen for the last three years and the 2011/12 draft budget proposed a 10 per cent reduction.

A 10 per cent drop was also proposed for special responsibilities allowance, which is paid on top of the basic members' payment for duties such as leader and chairman.

The DDC spokesman said: "An independent remuneration panel regularly reviews the allowances paid to ensure they are at a reasonable level.

"When considering allowances across a number of authorities, it is important to see them in real terms, not just in percentage terms.

"In 2004/05, DDC had the second lowest members' allowances budget in Kent out of 12 district and borough authorities at £171,790.

"By 2009/10, DDC's allowance had risen to £312,827.65, which was the fifth lowest in Kent."

The basic allowance is currently £4,224 a year – £350 a month – for 45 councillors.

Tory leader Paul Watkins receives £22,129, including the basic allowance, special responsibility allowance (SRA) of £16,479 and trav-



CASHING IN: Councillors' allowances have risen by 82% over five years

el and subsidy claims of £1,425.

The DDC spokesman said the leader's SRA had been frozen for the last three years and was the fourth lowest in Kent.

The figures were revealed as the council's draft budget was being considered by cabinet members.

Government grant reductions have left a £3.2 million hole in the authority's finances over the next two years.

Proposals to cut services, including street lighting, CCTV and dog warden hours, have been included in the draft budget, which will be discussed at a full council meeting on March 2.

A pay freeze is also being implemented for staff, along with the possibility of some 120 redundancies.

Figures for Canterbury City Council showed the total paid out in members' allowances since 2004/05 had risen from £226,000 to £386,511.

Thanet District Council's payments had increased from £227,000 to £367,000 over the same time period.

Director of the Taxpayers' Alliance, Matthew Sinclair, said authorities should be working to deliver better value to hard-pressed families and start reversing their increases. "Some Kent councils seem to have been particularly generous and awarded themselves much higher allowances over the last five years. It can't only be staff and taxpayers who feel the pinch."

• **For more Dover stories see** www.yourdover.co.uk.

Ferry passengers' boost for sealife

HUNDREDS of thousands of pounds have been raised for a wildlife charity by cross-Channel travellers.

Passengers on SeaFrance's Dover-Calais ferries have raised £500,000 for the Marine Conservation Society in less than three years.

SeaFrance took on the role of lead sponsor of the Marine Conservation Society Beachwatch project in May 2008. Managing director, Robin Wilkins said: "We are completely overwhelmed by the fact we have been able to raise so much money for the Marine Conservation Society."

"Most of the money raised has come through our customer donation scheme and it's incredible to think that we have been able to raise over half a million pounds for the charity."

Marine Conservation Society director, Sam Fanshawe, said: "Beach litter has increased dramatically over the last two decades, and plastic litter in particular has become a massive issue for marine wildlife."

"The money raised by SeaFrance will help us to continue to expand our Beachwatch programme and allow us take action on the issue, from grass roots to Government."

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Lifting mask of skin disease

AN AWARENESS campaign to educate people about skin disease is hoping to pave the way for a new charity.

Skin Deep – Behind the Mask, will be held at the Light of India in Townwall Street, Dover, on Saturday, March 26, with a subsequent event in Park Lane, London, later in the year.

The Bollywood glamour night will see a fashion show, live music, dance acts and a charity auction at the Indian restaurant, which has been backing the campaign.

Organiser Shabana Islam said: "One of the reasons I have put these events together is to raise awareness and educate people in understanding how skin diseases can affect people's lives."

"I need to raise £5,000 to set up Skin Deep – Behind the Mask set up as a registered charity, which will allow me to help



sufferers like myself and offer support and knowledge on how they can manage their condition, co-ordinate workshops and set up support groups."

Auditions will be held for models wanting to appeal in the fashion show.

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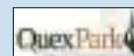
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High street heyday 'unlikely to return' so we must adapt

AS MANY as one in five shops is sitting empty on Kent's high streets as retailers struggle to recover from the economic downturn.

Margate topped the list nationally, with 37.4 per cent of the Thanet resort's shops vacant or boarded up.

Dover, which saw the highest vacancy rate in the South East for medium and large town centres, and Folkestone were close behind – with 21.6 per cent and 20 per cent of shops empty respectively.

Chatham and Ramsgate also fared badly with 21 per cent and 19.6 per cent vacant.

The study by retail researcher Local Data Company (LDC) also revealed that popular shopping towns were suffering with vacancy rates at 14.5 per cent in Maidstone and 12.9 per cent in Canterbury.

But Margate remained the worst casualty of the recession.

LDC's business development director, Matthew Hopkinson, said the sad

By **MARIJKE COX**

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reality was the number of vacant shops was increasing, with some areas severely impacted and unlikely to recover.

"These high streets will never revert to what they once were, so the composition of town centres needs to change to reflect modern shopping needs," he said.

But assistant town centre manager for Folkestone, Daniel Falvey, said there was a lot happening in the town and the future looked bright.

"We've got new shops opening in Guildhall Street and there is work going on down by the harbour and Tontine Street with the Creative Foundation," he said. "Figures for Folkestone were not as bad as other areas and things are looking good for the future."

In Dover and Deal, artists have used their skills to brighten up empty shops to improve the look of the towns. Artist Penny Bearman launched the Spirit of Deal project and, once completed,

moved on to Dover to help transform boarded-up buildings.

Ms Bearman said: "The Spirit of Deal is a project born out of the economic downturn.

"Like most towns, shops closed leaving a barren look to the high street."

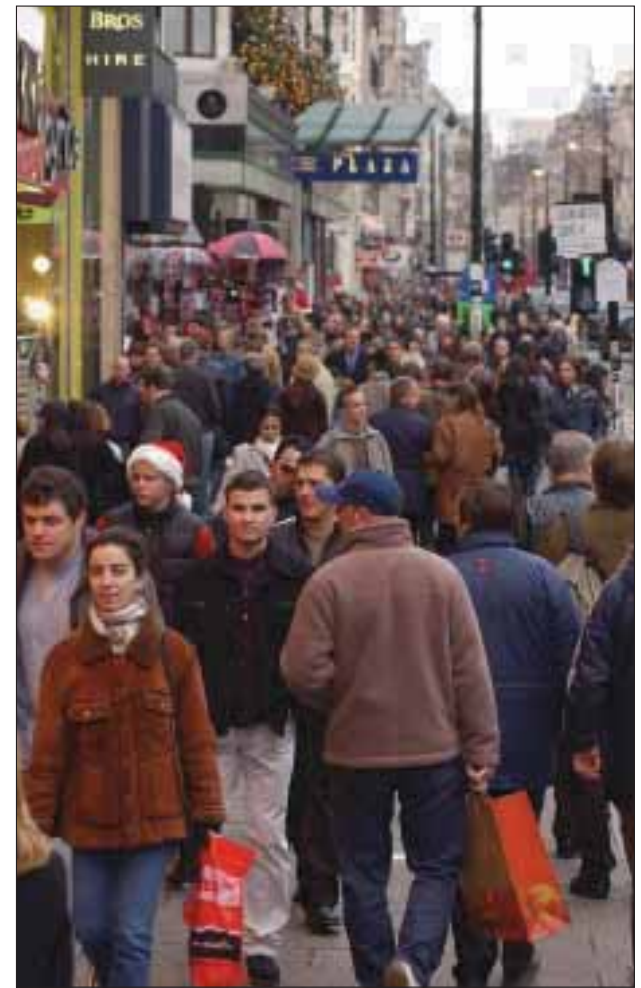
The Spirit of Deal, a collaboration between Ms Bearman, of Loose Cannon Dynamic Arts, and the Prosperity Network, saw artists create large scale artwork for empty shop windows.

The banners were funded by the Sir Ernest Brice Charles Charity and administrated by Dover District Council.

For the once bustling seaside town of Margate, the opening of the Turner Contemporary gallery in April and creation of the world's first vintage amusement park at Dreamland should provide a much-needed boost.

Derek Harding, director of the Margate Renewal Partnership, said projects such as these would attract a million more visitors to the town.

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MODERN TIMES: Shopping habits were changing before the slump

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Wild horses are ready to move to northern climate

By **GARETH ARNOLD**

gareth.arnold@kosmedia.co.uk

SOME of Kent's Konik horses are preparing to leave the county for their new home in Scotland.

The team at Wildwood Wildlife Park, near Canterbury, have been busy moving some of the charity's wild horses from their homes in Dover to the park in readiness for moving them to a new home in Scotland.

The horses are being transferred to the RSPB nature reserve at the Loch of Strathbeg, where they will live wild to improve the wetland habitat through natural grazing.

In total, eight Konik foals have been transported from sites at Hospital Down and Western Heights near Dover.

Visitors can see the foals at Wildwood for the next few weeks before they are moved to their new home in Scotland.

A team from Wildwood went to Dover to move the horses and to check the health of the rest of the wild herd.

Head keeper Paul Wirdnam said: "Konik horses are much tougher than domestic horses and are perfectly suited to living wild. They require very little human intervention but this is the ideal opportunity for us to give the herd a general check-up and ensure they are all happy and healthy."

They are one of the keys to Wildwood Trust's vision to bring back Britain's true 'wildwood' by restoring land to its natural state through conservation grazing by large wild herbivores.



HARDY: The Konik horses are perfectly suited to living in the wild

This restores natural ecological processes to help other wildlife flourish.

The Konik horse is a direct descendant of the wild European forest horse, or Tarpan, which was hunted to extinction in Britain during the Neolithic Age of about 9500BC.

It survived in central Europe until the late 19th century, with the last remaining Tarpan dying at a Polish zoo in 1910.

However, other breeds were found to have recognisable traces of their ancestors and were later successfully back-bred to 're-create' the extinct forest horses.

Senior Nazi Hermann Goering even ordered his men to steal the ponies in a vain attempt to bring back the 'genetically-pure' horses that had been ridden by the German knights of the First Reich.

They are hardy animals that live well on wetlands eating weeds, reeds and grass. They help to boost biodiversity through light grazing and natural fertilisation, which keeps the land open and encourages a wider variety of plants, birds and invertebrates to settle.

Wildwood's chief executive Peter Smith said: "We are delighted to be working with the RSPB to send these beautiful animals to the Loch of Strathbeg. They are the ideal conservation management tool and will boost the area's biodiversity."

Last year one of the horses in Dover became ill and had to be put down, with checks carried out on all the herd to ensure there was no widespread problem.

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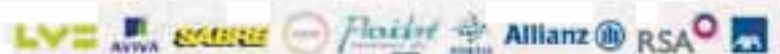
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A matter of life and birth

A recent shake-up of maternity care across the county is having repercussions, as JENNA PUDELEK discovers in this special report

SOARING birth rates and a shake-up of services in the west of the county are set to put pressure on stretched maternity units.

To keep caring for mothers and babies safely in east Kent, the NHS hospitals trust has been forced to close two of its midwifery-led birthing centres.

Extra midwives have been sent to the William Harvey Hospital in Ashford to cope with the huge number of births there and it is estimated that about 50 more of the specialist nurses would be needed to keep all maternity services running.

Meanwhile in west Kent, health secretary Andrew Lansley has approved controversial plans to centralise women's and children's services at the new £235 million super-hospital at Pembury.

Consultant-led obstetrics and paediatrics will be there while Maidstone Hospital will have a new midwifery-led birthing centre, set to open in September.

Women have the right to choose where and how they give birth, whether it is at home, at a midwifery-led unit or at an acute hospital. But coupled with the financial constraints of the NHS, this is increasing pressure on the William Harvey.

Lindsey Stevens, head of midwifery and gynaecology nursing at East Kent Hospitals University NHS Foundation Trust, said: "There has been a rise in the birth rate over the past five years.

Majority

"The important issue for us is that the majority of births are happening on the William Harvey site, which has more than 50 per cent of births. There is an increase in birth rates in the whole of the South East, particularly in the Ashford area. There is also a full obstetrics, paediatrics unit and a midwifery-led unit [at the William Harvey].

"Women with low-risk births can choose the midwifery unit, but they have the comfort of knowing the acute unit is just upstairs."

The trust is also aware that when consultant-led maternity services at Maidstone transfer to Pembury, some emergencies will be transferred to the William Harvey.

At the moment, the trust has been forced to close its midwifery-led birthing centre at Canterbury and is unable to open the new



NEW LOOK: West Kent services are being centralised at Pembury

centre at the Queen Elizabeth the Queen Mother (QEQM) in Margate due to a shortage of midwives. In 2010, east Kent had a total of 7,490 births with 4,180 at the William Harvey, including 662 in the midwifery unit, 2,745 at the QEQM, 215 at the Dover birth centre and 350 at the Canterbury centre.

"We have had to take staff over to the William Harvey. With the much higher birth rate at this site, midwives had to suspend services in one of the birthing centres," Mrs Stevens said.

The trust's review is looking at how services should be delivered across the patch, but she said it appeared women were choosing a 'co-located' birthing centre and acute unit.

"The feeling is that women are voting with their feet and choosing a midwifery-led unit," Mrs Stevens said. "They have the security of knowing all the acute services are nearby."

Nationally there is a shortage of midwives and Cathy Warwick, general secretary of the Royal College of Midwives, has warned that staff shortages "threaten safety".

Mrs Stevens said the trust's review was "all about safety". She added: "It's about making services equitable. Wherever the woman goes, she is going to get safe care. The issue for us with the William Harvey was an increasing birth rate, year on year, and a decrease at the other sites.

"It's about making sure women get the same service at the QEQM. That is why we've had to move midwives, to balance the birth to midwife ratio. We are not suspend-

ing services because of financial constraints."

However, she added: "Yes, there is a financial implication. If we had more money we could employ more midwives, but we have to be realistic. Is that really viable given the financial constraints within the NHS at the moment? We have to work through that with the PCT and GP commissioners.

"We do have to have some realism. If we could employ 50 more midwives, we would be able to continue with services as they always have been. Whether there are 50 midwives available, that we would employ at this point in time, is another question."

Battle

In west Kent, the NHS has won a hard-fought battle to create a stand-alone midwifery-led birthing centre at Maidstone with the consultant-led services at Pembury.

For the hospital trust and primary care trust (PCT), the move is about safety. But campaigners in Maidstone fear their hospital is being downgraded due to financial constraints.

Dr James Thallon, medical director at NHS West Kent, said: "This is about changing journeys of care and the need to focus expert resources on that small number who need urgent interventions. To do that we needed to centralise services on one site."

He thought some of the controversy would die down once mothers from Maidstone have the chance to see women's and children's services at the new hospital, which opened



PRESSURE: Birth rates are rising at the William Harvey in Ashford

last month.

While staffing levels are causing problems in the east, Gillian Duffey, associate director of nursing and head of midwifery at Maidstone and Tunbridge Wells NHS Trust, said the trust was not suffering from a shortage of midwives.

"There is a recognised national shortage.

However, we have no vacancies and we ran most of the year with no vacancies. In 2010 we were recognised by the Royal College of Midwives and won an award for our recruitment and retention programme.

"At the moment staffing levels are good, but we can never be complacent and we strictly audit the numbers of women and midwives.

"We are investing in midwifery still to improve our ratio of women to midwives. We've managed a policy of one-to-one care, which is not something all maternity units can provide."

Meanwhile, the trusts are hoping the Maidstone midwifery-led centre will prove a popular choice for women and there is evidence that mothers-to-be are increasingly choosing less medicalised, more natural surroundings for giving birth.

Mrs Duffey added: "We have made sure the consultant-led unit at Pembury is as little medicalised as possible. We have an art director, the delivery rooms are welcoming and not 'clinical'. It is acknowledged that women relax more in home-type environment."

• **For more Kent stories, see the website www.kentnews.co.uk**

yourlocalcomment

The castle is the jewel in Dover's crown, but the town has other gems, says MARIJKE COX



Port's chance to make more of hidden assets

FIGURES released last week showed tourism brought a staggering £3.2 billion to the Kent economy, proving yet again how vital this industry is to the county.

But just as we started celebrating this mighty achievement, plans to close Dover Castle during weekdays in winter – one of our most iconic and popular visitor attractions – were revealed.

English Heritage defended the move by stating just 13 per cent of the castle's annual visitors go there outside the summer months.

But with more than 355,000 visitors between 2009 and 2010 that 13 per cent would mean some 46,000 people missing out if the castle gates were shut between

November and March.

Although the Dover community is quick to state how many other attractions there are in the town, temporarily closing one of Britain's most famous landmarks is sure to have some impact.

But while the spotlight is momentarily off the castle, now is the chance for restaurant owners, retailers and business owners alike to show off the secret delights of Dover.

Perhaps it's time there was more to Dover than the castle, something a number of people in the local tourism industry have been suggesting for years.

Although there is a risk that

tourists coming off the boat will bypass the town completely once they find out the castle is closed during the week, this is something that happens anyway.

Visitors are too often bussed in and out without actually stepping foot in the town and instead heading straight to the castle, hence proposals for a cable car linking the seafront, and town, to the historic attraction.

With stunning clifftop walks, bustling restaurants tucked away in the town centre or on the seafront, the Roman Painted House or even Dover Museum – the town has a lot more to offer than most outsiders think.

Being a port town, Dover is always going to be swimming against the tide, competing against the likes of Canterbury and London.

But one thing the community continues to show is passion about bringing tourists in, not just for the economy, but to show off the history they are so proud of.

Perhaps now is the opportunity to show off those delights which are usually overshadowed by the castle.

It could mean tourists aren't so quick to head straight up Castle Hill on their return visit. And if money is brought into the town then the economy will thrive and more jobs will become available.

Dover Castle closing during winter weekdays shouldn't be seen as all bad – it's the opportunity to show off the town's little-known gems.

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By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

NEW data has revealed an unprecedented surge in people registering to vote in Shepway last year with the district seeing the biggest increase in the country.

Covering Folkestone, Hythe, Dymchurch and Romney, the area saw a 9.2 per cent rise between 2009 and 2010 compared to the 1.5 per cent increase seen across the UK. Thanet District Council also saw a boost, with an extra 4.3 per cent joining the electoral roll.

Leading data experts from marketing company Equifax, which drew up a report looking at electoral roll statistics, said although it reflected the fact there was a General Election in 2010, it also indicated renewed political engagement.

Shepway District Council put the increase down to the hard work and door-stepping of the authority's staff as part of a campaign ensuring households were signed up to vote.

Registered

More than 94 per cent of all homes in the area completed electoral application forms, with 81,143 people now registered.

Tory MP Damian Collins was voted in at the General Election, replacing former Conservative leader Michael Howard who stood down as MP for Folkestone and Hythe.

In Thanet, Labour MP Steve Ladyman lost his South Thanet seat to Tory Laura Sandys, although senior backbench Conservative MP Roger Gale held on to the Isle's north seat.

External affairs director for Equifax, Neil Munroe, said: "Going forward, it is certainly a good sign for democracy in the wake of the new political landscape.

"The increase could also be good news for local government, with more than 80 per cent of councils seeing an increase in their registered electorate for the coming year.

Coastal areas see a record rise in voters

"With more voters registered, this could help them obtain a bigger share of budgets from Government in the next financial year."

Shepway council leader Robert Bliss said he was pleased the authority topped the list of councils. He said it meant more people than ever would be able to vote in the district elections in May.

"It's not just about voting. When your name is on the electoral roll it helps with things like mortgages and credit ratings, so it's important to make sure you are included," he added.

Research by Equifax also showed that the south east of England had the biggest increase in registered voters.

Equifax's Mr Munroe said: "In a tough job market there could be a migration of people to the south or perhaps people in this region are more aware of their political influence as voters because they are closer to the capital."

While Shepway and Thanet topped the list, however, others in Kent saw a decline in registered electorate.

Dartford Borough Council, Swale Borough Council and Bexley authority all had slight decreases in the number of voters.

Some rural areas also saw a decline, with industry experts arguing it was harder to achieve political engagement in these places.

• **For more Shepway stories see** www.yourshepway.co.uk.



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Potholes compensation claims treble in a year

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

CLAIMS from motorists for pothole damage almost trebled in just one year, according to new figures.

More than 3,400 claims were lodged by drivers in 2010, with Kent County Council paying out £56,113 so far in compensation.

The figure is expected to rise when outstanding cases are settled.

In 2009, £111,234 was paid out in compensation after 1,196 claims were filed.

A KCC spokesman said fixing dangerous potholes was the authority's top priority.

"We want to keep the roads as safe as we can for everyone," he said. "We now have twice as many crews as we would usually have working on pothole repairs – more than 60 in all."

"About half have been recruited from small and medium-sized local companies. This workforce gives a rapid response to tackling the most critical potholes. All other repairs are added to our normal work programme."

The spokesman said the pothole drive was a huge task, with Kent having 5,000 miles of roads to maintain.

"Initially, we are having a crackdown on dangerous potholes," he said. "In the spring we will carry out a much larger repair programme."

March, 2010, saw the biggest number of claims, with 899 people lodging cases with KCC.

The highest payout was £8,470, settled in May last year, which involved damage to a bike and injury to the cyclist.



EXPENSE: One claim alone cost the council £8,470 – the pothole blight to our roads continues

Individual payouts of £2,600 for damage to a car, and £2,200 for damage to a motorbike and injury to its owner were also listed among the biggest payouts by KCC in 2010.

In a full council meeting at County Hall recently, Lib Dem member Cllr Malcolm Robertson questioned new cabinet member for highways Cllr Bryan Sweetland about the state of Kent's roads.

In response, Cllr Sweetland said extensive work was being carried out to fix damage caused by the harsh winter weather.

He also mentioned last year's 'find and fix' campaign which saw 31,000 potholes filled.

A pothole blitz is currently underway in a £1

million drive to fix safety-critical potholes.

KCC is also planning to launch a drive to recruit firms for a repair campaign in the summer.

Leader Cllr Paul Carter said potholes – which are caused by freeze thaw when snow and ice in road cracks melts and expands causing extensive damage – were a priority.

He said: "We are investing this money wisely now to reduce what would be a bigger bill further down the road and to minimise the problems potholes can cause for drivers."

To report a pothole contact KCC on 08458 247 800 or go to www.kent.gov.uk.

• **For more Kent stories see** www.kentnews.co.uk.

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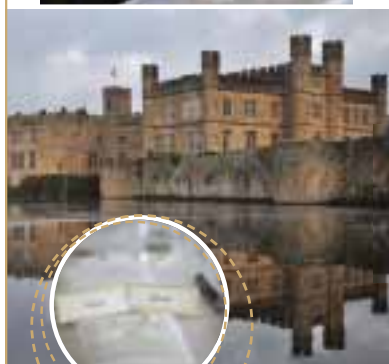


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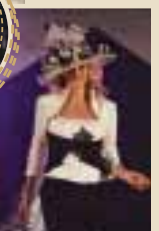
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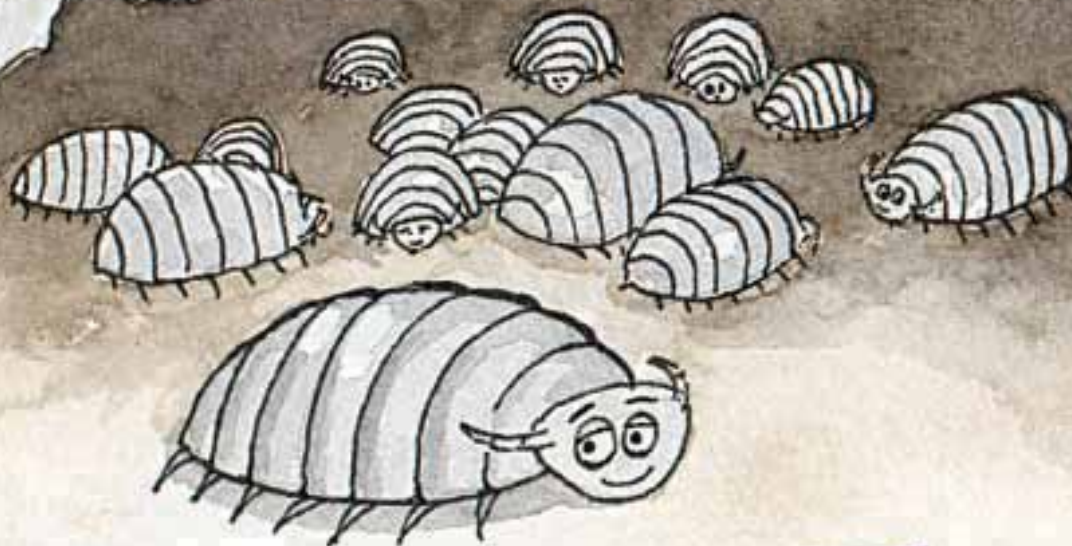
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Books help bugs bloom

Hollywood star's mum is using creepy-crawlies to encourage our interest in the natural world



Review

BY ED HILL

INSECTS can have a strange effect on humans – some people can just catch a glimpse of a spider and end up leaping across a room.

Accordingly, one woman from Canterbury wants to put an end to our mistrust of bugs, beetles and flies. Sonia Copeland Bloom has written a series of books for children bringing the lives of these creatures to life.

She said: "I have always loved pets, but I never really thought that much about insects until I found a little caterpillar that I thought was dead.

"It turned into a chrysalis and then after about two weeks it came to life as a butterfly.

"When I saw it emerge, it was very moving. I thought that it was an absolute miracle."

Copeland Bloom's own children – who just happen to be the Hollywood star Orlando Bloom and actress Samantha – were exposed to nature as youngsters, but the former journalist says that in these days of mobile phones and computers children have fewer opportunities to get their hands on the natural world.

She said: "We loved the countryside. I can't say I was a creepy-crawly expert, but we loved taking the children for walks. We had hamsters, dogs and goldfish. It did not occur to me at the time to keep insects."

Orlando and Samantha helped launch the first book in the series *Basil The Beetle's Scary Adventure* at The Natural History Museum last year.

"It is something I feel every child should know about. Parents very often don't get the time with their modern busy lives to go out with children with a collecting jar.

"It has been my experience that young children do love little insects. They can identify with them.

"They may be scared at first, but once they have crawled over their hand they are thrilled that they have overcome any fear they may have had," said Copeland Bloom.

The series of books, under the banner *Tales And Truths About Garden Minibeasts*, has the backing of the Amateur Entomologists' Society.

The group has advised the author closely on the stories, making sure they were factually correct, but she insisted that her characters also needed to be appealing to children to attract their interest.

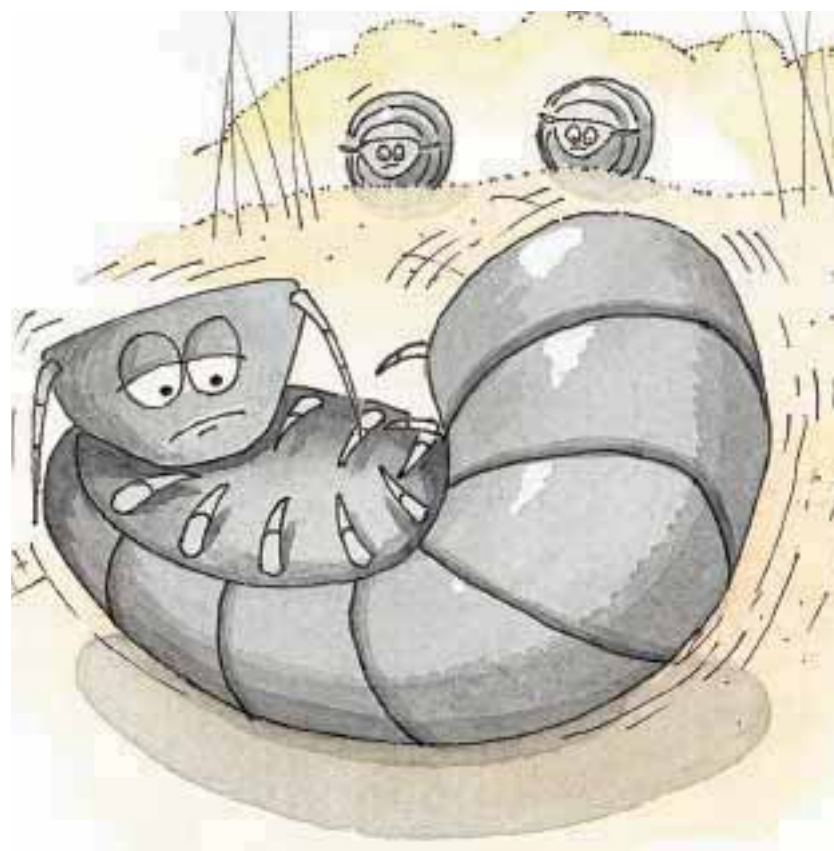
She said: "I had to fight the experts a little. The children have to fall in love with characters. It is important they get captivated by the story as well as learn about the real facts."

The latest story is *Woody The Woodlouse* (who forgot how to roll into a ball).

Copeland Bloom believes the heroes and heroines of her stories should overcome a problem as a moral element of the tales.

The books have been described as fiction – nature lessons wrapped up in imaginative stories. In the back pages, readers are given advice on how they can keep an insect at home and write a diary about their experiences.

Copeland Bloom said: "I don't want them to keep them forever, but insects are very good at teaching children how to look after living things. You can keep them for a short while



A BUG'S LIFE: Orlando and Samantha supported their mum, Sonia Copeland Bloom, (pictured right) at the launch of her first book last year. Above are pictures from *Woody the Woodlouse*

and cameraman Simon King. He said: "For many, the first point of contact with the natural world arrives in the form of minibeasts.

"These books will help fuel a passion which can thrive in each of us and encourage children and parents alike to continue caring about the worlds that exist beyond our own."

The author says she has had great feedback from children who have read the books. She has toured local schools reading the stories and introducing pupils to her own collection of stick insects and other bugs.

She said: "They may like stories about teddy bears or wizards, but there is something about writing about real-life creatures that means they can really identify with them.

"It has been very gratifying to get the approval of the Amateur Entomologists' Society and The Natural History Museum.

"They told me if you can stop little boys treading on beetles, then you will have done us a great favour."

• *The national launch of Woody The Woodlouse takes place on Saturday, February 26, at the Oxford University Museum of Natural History. The book will be available for £4.50 from the Amateur Entomology website at www.amentoc.org and from all good bookshops.*

and observe them. Many children may not be able to have a dog or cat or guinea pig, but at least they can have a woodlouse.

"If you have to go on holiday, you can tip them out in the garden and they will be happy, if not happier."

Sonia has spent a lifetime working with words. As well as working in journalism, she ran a language school, but it was not until she had retired that she felt able to turn her writing in an imaginative direction.

She studied creative writing at the

University of Kent and started working on the first of the children's books in 2006.

She said: "It has taken longer than I imagined because so much care has been taken to get the information factually correct."

The illustrations have been drawn by Nick Page, whom the author met at university.

The next story, *Crystal The Small Miracle*, will centre on a butterfly, while volumes on worms and molluscs are in the pipeline.

The project has been praised by The Natural History Museum and TV wildlife presenter

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Funny man's on an adventure tour

CANADIAN stand-up Craig Campbell will be appearing at the Gulbenkian Theatre on Wednesday, March 16.

He has recently made headline appearances on Michael McIntyre's Comedy Roadshow on BBC1 and Russell Howard's Good News on BBC 3.

The show in Canterbury is part of his first UK tour.

Campbell is known as an outdoor adventurer of comedy. He says stand-up is, oddly, one of the few things he does inside.

He is described as an instinctive entertainer who brings wit, talkative charm and an animated manner to stories about his travels, befriending the audience with accents and boisterous re-enactments.

He has been a fringe favourite at Edinburgh Festival for many years and has supported Frankie Boyle and Rich Hall on tour. In 2008 he wrote his own play Mr Eyetwister. He has also starred on Canadian TV shows and BBC radio and appeared as a presenter on Sky One's hit series From Wimps To Warriors.

For tickets, phone the Gulbenkian Theatre on 01227 769 075.

• Campbell will also be appearing at the Tunbridge Wells Trinity Theatre on Friday, April 15.



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The antiques
Rhodes show

By HANNAH STEPHENSON

THE last time I went to the Greek island of Rhodes was on an alcohol-fuelled, man-hunting 18-30s type of holiday back in the 80s.

Needless to say, I saw little of this rocky, mountainous island beyond Faliraki's bars and nightclubs, did virtually no sightseeing and spent the days in dark sunglasses with a hangover and a glass of Alka-Seltzer.

Taking my own family back more than 20 years later, I wondered if the fourth-largest Greek island had managed to retain some sense of history and traditional culture away from the tourist trail.

There may be no trace of the famous Colossus of Rhodes, one of the Seven Wonders of the World, after a violent earthquake toppled it centuries ago, but there is still much to see of the long history of Rhodes dating back to the Stone Age.

With children in tow, you can't rely entirely on antiquity. The new Holiday Village Rhodes in Kolymbia on the east coast, an all-inclusive First Choice hotel complex, features umpteen pools, water slides and a lazy river, a football camp and non-stop daytime and evening entertainment.

While the kids joined activities on site, we discovered the quieter part of the complex in a swimming pool with a swim-up bar.

One of the main pleasures was not having to think about food. The buffet restaurant offered the usual European food, with a fabulous Greek section with all the favourites and new ones like feta-and-spinach pastries,



PEACE: Take a donkey ride or wander the streets of the capital, above; there's much more to Rhodes than 18-30s holidays

vegetarian dishes with aubergines and courgettes and mouthwatering local produce.

To see the island, we hired a car. First stop on our cultural quest was the capital, Rhodes, the most northerly point of the island. The medieval old town within the city walls is a maze of narrow streets, arches and old buildings mixing Byzantine churches and Gothic architecture and housing the Church of Saint John of the Collachium, built in the early 14th century and dedicated to Saint John, a patron of the Order.

While my husband took the children for some serious haggling for leather goods in the old town, I wandered around the imposing Palace of the Grand Masters, the largest building in the medieval city, with its majestic stone walls and grand staircase leading to the upper floor, paved with mosaics.

The city of Rhodes is a magnet for tourists, but you can escape the crowds in shady tavernas in the old town.

Next, we headed for beaches on the east coast. Lindos has a fantastic beach and was about the only stunning resort I remembered from my last visit.

This boasts two beautiful sheltered bays between a rocky hill, its peak dominated by the acropolis, sitting above the whitewashed houses of the village with their pebble-paved courtyards and narrow alleys.

It was too hot to walk to the top, but many people take the traditional transport – a donkey – for the princely sum of five euros.

Away from the traffic of Lindos, we opted for the quieter beach of Agathi, 15 minutes south of Kolymbia, which boasts free sun-loungers, meltingly soft sand and shimmering, crystal-clear blue water which deepens so slowly it is quite safe for children. Perfect!

Travel facts

- Hannah Stephenson was a guest of First Choice Holidays, which offers seven nights' all-inclusive at the five-star Holiday Village Rhodes in early May from £584 (two sharing), with flights ex-Stansted.

- Reservations: 0871 200 4455 and www.firstchoice.co.uk.

- Rodos Cars delivers and collects a car at the airport or hotel of your choice, free of charge. Visit www.rodoscars.gr, or email the firm at info@rodoscars.gr.

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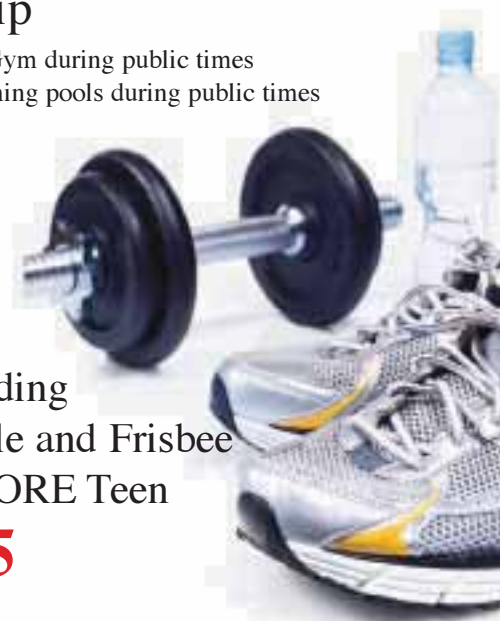
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Pete Robinson and Kath Balchin have just celebrated a third-year anniversary at the Acorn Inn.

Steak night every Thursday has proven to be very successful and main meals cost from £4.75. The mixed grill is a popular choice with diners and costs £12.95, while Sunday roasts are priced at one course for £7.95, two for £9.95 and three for £11.95. Booking is advisable. Lunchtime meals cost from £3.95. Desserts change regularly and are all cooked freshly on the premises.

• Meal times are midday to 2.30pm, Tuesday to Saturday; 5.30pm-8.30pm Monday to Thursday; and 5.30pm-9pm Friday and Saturday.

Quiz night is held on the first Sunday of every month, with all proceeds going to Kent Air Ambulance – the next is on Sunday, March 6.

• Acorn Inn, 6 Park Lane, Birchington, CT7 0AW (telephone 01843 841196)



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FOOD & DRINK

Love is in the air for this late visit to the mountain

RESTAURANT REVIEW

BY MARIJKE COX

IT was last minute on Valentine's Day when we succumbed to the pressure of forced romance and decided to pop out for a bite to eat.

Knowing most other couples would have been well ahead of the game and booked weeks in advance, it was with great surprise that, after ringing around numerous fully-booked eateries, the one I had earmarked for a future visit – and assumed would be packed out – could squeeze us in.

A quick look on the website of Everest Inn, a Nepalese and Indian restaurant in Hythe high street, revealed that Gurkha campaigner and actress Joanna Lumley had eaten there and heaped it with praise.

Well, if it's good enough for Ms Lumley...

When we arrived we were whisked upstairs to part of the restaurant you wouldn't know existed from simply looking in the window.

Small tables were packed in perhaps a little too closely, but with low lighting and flowing conversation it became easier not to listen to people on the table just inches away from us.

The waiter serving us was probably one of the friendliest I have encountered. His huge smile and 'nothing's too much trouble' attitude were a real pleasure, especially since the restaurant was filling up fast.

We ordered some drinks – a glass of wine for me and a Gurkha beer for my dining companion – and munched through some popadoms before being served our starters.



I had chosen the chilli king prawns (£6.50), which were extremely hot, and although I don't usually go for hot food, they were fresh, tangy and delicious (I do admit, however, I had to take a few swigs of my guest's beer after every mouthful).

My companion went for the chef's signature dish of tandoori scallops (£6.95), which were served with pepper, chilli, cumin and sweet-and-sour Nepalese chutney.

I had a taste of his dish and the scallops were a delight, leaving us both eagerly awaiting our next course.

And so we waited. And waited.

Although I couldn't fault the waiter, the time between the starters and the main

courses was about 45 minutes, which not only meant we started to get hungry again but was especially dangerous when our friendly server kept offering to get me more wine.

Finally the dishes came. I had chosen a lamb pasanda (£7.50), which came in a creamy sauce garnished with nuts. This was accompanied by pilau rice (£2.50).

My guest went for the house-special karahi (£8.95), a mixture of barbecued meat cooked with tomatoes, peppers and coriander leaves in medium spices and red wine.

We shared a sag paneer – spinach and cheese (£3.50) – and a tarka daal – lentils, spices and garlic (£3.50).

After the long wait, the tasty food was eaten

quickly, perhaps too quickly, as I could barely move afterwards.

The dishes were well cooked and the ingredients fresh and delicious.

The length of time between courses was too long, but the friendly, relaxed environment meant the wait wasn't too bad and, despite the restaurant being busy, at no point did we feel rushed, even though we were a last-minute booking.

The total bill was £55.55.

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The secrets of a good hedge

By HANNAH STEPHENSON

HEDGES can be the making of a garden, providing clear boundaries and acting as a windbreak and a handsome green backdrop to other plants.

A neglected hedge, on the other hand, can be a total eyesore, especially if it's bare at the base or totally out of shape, due to lack of pruning.

Late winter is an ideal time to cut back tough hedges such as beech, pyracantha, yew (which is the only conifer that will re-shoot from old wood), holly and hawthorn. They can be cut back hard to rejuvenate and reshape them, and regrowth will start almost immediately. If you feed the hedge the growing season before, it should come back healthy and vigorous.

As a rule, it's best to prune deciduous types in late winter and evergreens in spring. Feed and mulch in mid-spring, and water during dry weather. Fill in unsightly gaps in the hedge with smaller plants and avoid trying to match a plant with the height of an existing hedge.

Be warned, though, that newcomers have to compete for food, moisture and light with the bigger, established plants, which is why the failure rate with infilling is pretty high.

Box hedging won't be harmed by hard pruning. A bush can be drastically cut back in spring, but to avoid large bare patches, stagger the work over two to three seasons.

Use sharp secateurs to prune holly hedges and evergreen cherry laurels as the large glossy leaves turn brown and look terrible if



HEDGING BETS: It's important to match your pruning tools to the hedge you are trimming

they're chopped in half with shears. Use a bow-saw for thick branches, loppers for smaller ones and secateurs for twiggy growth.

If you're cutting back an old yew hedge, do it so that it's broader at the bottom than at the top, which will result in it being less vulnera-

ble to snow damage and, more importantly, the growth at the bottom of the hedge receives as much light as the growth at the top, so it's not likely to become bare again in the future.

To make the job easier, lay hessian or sheets of polythene at the base of the hedge to gather the clippings.

If a conifer hedge has become bare at the base, consider growing other plants in front of it to cover the gaps, such as *Euonymus fortunei* 'Emerald n'Gold' or 'Emerald Gaiety', which are perfect for shady spots and will brighten up the plain-green foliage of a hedge.

Other plants that will grow happily at the base of a hedge include spurge, euphorbia and alchemilla, while in sunny spots you may be better off with lavender, herbs such as rosemary and sage, and berberis.

Consider exactly what effect you are after. Filling in gaps is all very well, but unless you are careful what you choose and space out fill-in plants evenly, your boundary could end up looking like a bit of a dog's dinner.

Cutting a hedge back hard should be done in stages as it takes quite a lot out of the plant. In year one, the top and one side can be pruned, the opposite side in year two.

Start from the bottom and work upwards and, if possible, shred the clippings and put them on the compost heap as you go along.

The top of the hedge should be trimmed last. It may look drastic, but don't worry, it will recover.

Once your hedge has reached its required height and thickness, it should only need clipping once a year in August, or in the case of fast-growing hedges like leylandii, in May as well.

Whatever method of hedge-pruning you take, look out for birds' nests and don't disturb any that you come across.

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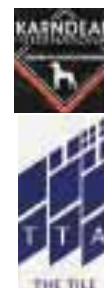
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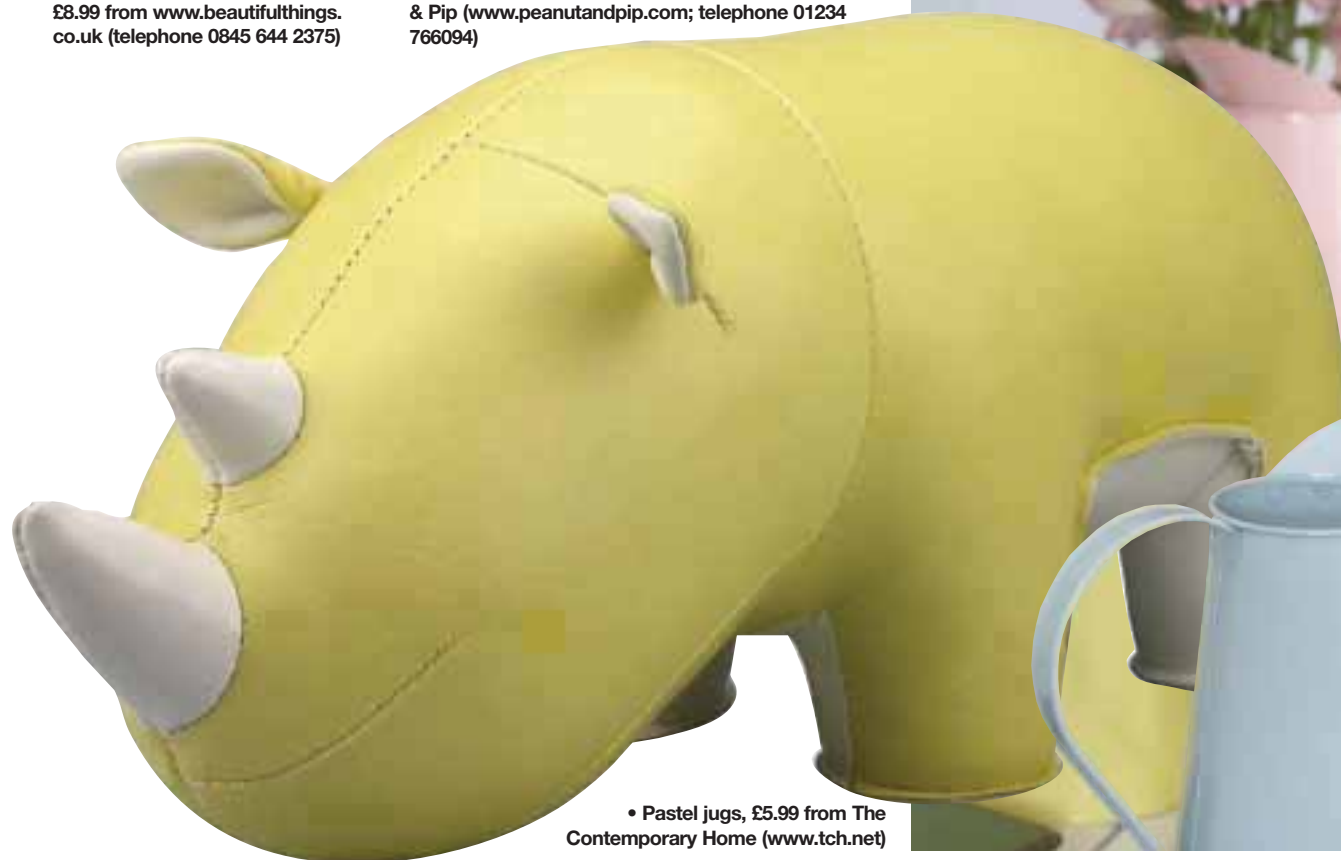
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POTTED GARDEN: Pots are an ideal way to create a rooftop display without too much expense

Planning your urban oasis up on the roof

IMAGINE being cooped up in an office all day and then returning to your urban home and walking out on to a rooftop that has been transformed into a tapestry of colour, texture and calm.

Rooftop gardening can help combat climate change by lowering surrounding air temperatures, according to a recent RHS survey and, with this in mind, the organisa-

By **HANNAH STEPHENSON**

tion is encouraging urbanites to make the most out of their outdoor space and help the environment by growing plants.

"Getting planting right in urban spaces, which can be very limited, can have a major effect in not only helping reduce to urban temperatures, but will also provide other environmental benefits," said Tijana Blanus, who undertook the RHS research.

Other benefits of green-roof gardening include heat insulation, water absorption,

providing a safe environment for wildlife and soaking up pollution.

The RHS showcased two modern rooftop gardens designed by two rising stars, Hugo Bugg, RHS Young Designer of the Year 2010, and Melissa Jolly, winner of a BBC Gardeners' World 2010 award, at the RHS London Plant and Design Show.

Their designs are aspirational, but it's not impossible to create your own roof garden, whether you just want a few pots or a raised bed or two, or a more elaborate green carpet, providing your structure is secure. The RHS offers the following advice:



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BARE-ROOTED cane fruits, including blackberries, raspberries and hybrid berry canes, can be planted up until the end of the month. You'll need to prepare the soil thoroughly by digging a trench along the proposed row and working in plenty of organic matter.

All these cane fruits, apart from autumn-fruiting raspberries, will need support for their fruiting canes, which can be done with posts at either end of the row and a minimum of three horizontal wires attached to the posts at even intervals.

If you are using a wall or fence for blackberries (raspberries prefer to be in the open), attach the wires to vine eyes screwed into the wall. Bare-rooted raspberries should be planted about 45cm (18in) apart, while blackberries and hybrid berries need more space so should be planted at least 1.5m (5ft) apart, or more.

Prune newly-planted canes to around 22cm (9in) from the ground to encourage the production of strong canes from the base of the plant. Tie them to the wire as they grow through the season, but don't harvest them this year, and remove flowers if there are a lot of them, which will encourage a better crop next season.

- Before designing any addition to a property's roof, check if planning permission is required.
 - How much weight can the roof take?
- Large containers full of compost and plants weigh a considerable amount. There will be strict weight restrictions on balconies suspended out from the building.
- Check if the roof is waterproof, using the services of a chartered structural engineer or a surveyor. You may have to modify roof supports if the structural survey shows that support is insufficient. Erecting a 'false' floor is a common method, where the roof surface is partly or completely suspended above the existing roof, directing weight on to surrounding walls.
 - Use an architect specialising in roof-garden design for complex projects.
 - Place heavy containers near load-bearing walls or over a load-bearing beam or joist as these can take more weight than unsupported areas.
 - The main limitations of roof gardens and balconies are strong winds and sunshine. Take advantage of any existing protection, such as walls or fences, that provide shelter and shade.
 - Use slatted or mesh screens that filter the wind, creating a micro-climate for the plants within.
 - Containers will dry out rapidly in windy, hot weather, so make sure they are a good width and depth.
 - Choose non-porous materials (plastic, metal and fibreglass) rather than terracotta as they reduce moisture loss.
 - Ensure the container is lightweight and has ample drainage holes in the base.
 - Some companies, such as Green Tech Ltd, offer a range of lightweight soils and composts suitable for roof gardening.
 - Use a layer of lightweight drainage material at the base of the container, such as polystyrene plant trays broken into 'corks'.
 - A soil-based compost is better for its water-holding capacity than a peat-substitute mix, but it will be heavier.
 - If weight is a consideration, fix the container down, so that it doesn't blow over.
 - Install an irrigation system where cost-effective (in larger areas), ensuring excess run-off flows to a drainpipe outlet. In smaller areas, hand-water as it's more accurate.
 - Feed plants regularly. Controlled-release fertiliser in the compost is the easiest way.
 - Top-dress pots annually, replacing the top few centimetres with fresh compost.
 - Liquid-feed any annual plants used in plantings from May to September to give the best flowering results.



LIGHT AND SHADE: Make the most of shelter when planning a balcony garden



HEIGHT OF CHIC: This modern rooftop garden designed by Melissa Jolly, winner of a BBC Gardeners' World 2010 award, is ideal for city living

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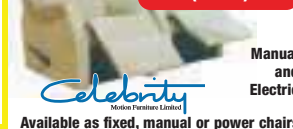


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Getting on top of damp problems

SPRING will be here in a few weeks, so it's time to start thinking about tackling those jobs on the outside of your property.

You might consider repairing guttering or checking the roof for missing or broken slates – work that you may have put off in bad weather.

But there's one thing you cannot afford to leave for another day. Have you noticed the wallpaper peeling in some of your rooms? Can you see traces of mould? Are the skirting boards looking a bit dodgy? Is there an odd, musty smell everywhere and in your clothes and towels?

If you answer yes to these questions, you've probably got damp. And once it's got a hold, it can cause untold problems.

You've really got to get rid of the damp first, then cope with the disruption that installing preventative measures like a damp-proof course can create.

But actually you can tackle damp quickly and efficiently without the mess – inside and out.

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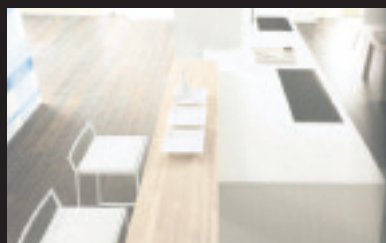
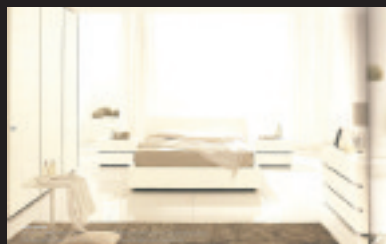
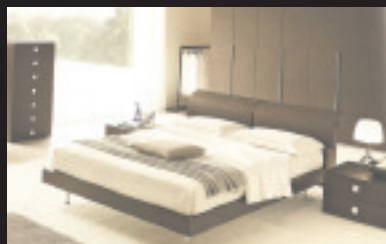
bricks into specially-prepared niches in external walls – as seen on the photographs – to evaporate moisture and dry out walls, allowing the property to breathe and subsequently dry out.

• **For more information about tackling problems with damp, phone Holland Damp Proofing on 0808 155 2571.**



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ONCE renowned for his innovative modernist designs, Diarmuid Gavin says that trends are heading increasingly towards a return to traditional gardens, where the plants are the stars.

He's pleased that the age of shiny stainless steel, bright-blue fences and decking once embraced by TV shows has ended.

Having just launched the Ideal Home Show's first garden design competition to celebrate the best examples of sustainable practice in garden design and to support young and emerging UK students in the field, he's expecting a rush of eco-awareness.

"There will be a generation of students who grew up in a time when gardening was manic on television. I'm expecting big eco-awareness. That generation will know how important it is in terms of sourcing materials, saving water and making compost. I would hope for a refinement of all the madder ideas that have been around for years."

He continued: "The wheel is turning back to the craft of gardening. People's first love is plants, understanding the soil and understanding the environment. That's the very trendy thing, which is healthy."

Fruit- and vegetable-growing will continue this year and in the longer term, he predicts.

"The big trend will remain 'grow-it-yourself'. Companies will come out with kit forms of raised beds made from wood, compost mixes and seed mixes, along with manuals on how to grow basic vegetables to educate your children and feed your family."

"In terms of materials and planting schemes, it's back to the style of garden we remember from our childhood. The grander, more old-fashioned style [and] colour in terms of herbaceous plants and a kind of appreciation of tradition."

"A lot of natural stone will be used and salvage material will be appreciated. There will be less concrete."

Diarmuid on design



These days, Diarmuid agrees that he is commissioned to design much more traditional gardens in general.

"People want to be comforted and indulged."

They want to see the qualities of tradition for which Britain is so well known. They want to embrace tradition in a realistic way."

But for people who have smaller town gar-

dens and not much time for maintenance, minimalist will always be in vogue, he says, while the popularity of low-maintenance plants is surging.

"The arrival of ornamental plants such as grasses, mass planting of lavender and *Buxus sempervirens* in a more contemporary way works very well, so keep it simple."

"There will be more evergreens, and people will appreciate grasses like carex. If you planted bronze carex a few years ago, people thought you were planting something that was dead."

"Now there's a more naturalistic feel through an appreciation of foliage and different hues, supplemented with bulbs. It's uncomplicated but wonderful."

He is currently having his garden in Co Wicklow completely refurbished and says it will all centre on herbaceous borders, with a folly at the end.

He notes that after two harsh winters, gardeners will need to reconsider which species they grow.

"Dicksonias (tree ferns) have taken a bashing. We used to use *Cordyline australis* everywhere, but many have been killed off. We have to decide whether to go for the exotic if we don't live in a protected area."

"Perennials are the quintessential basis for the English cottage garden. Now with Monty Don coming back to Gardeners' World, I think they have a very promising future."

• **Diarmuid Gavin is the 'ideal gardens' ambassador at the Ideal Home Show, sponsored by Hydropool, at London's Earls Court, March 11-27. He will be at the show offering advice on home garden innovations. You can book your tickets at www.idealhomeshow.co.uk or phone 0844 415 4144.**

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CRITICAL REVIEW

IN MY VIEW



By Ed Hill

It's no fun to see people get fired

TV'S GIVE US A JOB SHOWS

THERE seems no escape from the current trend of television job-of-a-lifetime shows.

Recently on BBC2 we had Michel Roux's Service, in which nervous 17- to 24-year-olds vied with each other to win a place at the prestigious Academy of Food and Wine to become a *maitre d'* and *sommelier* (or 'waiter' for those of us who mainly eat out at our local Pizza Hut rather than Mr Roux's Le Gavroche).

Now on the same channel we have A Farmer's Life for Me in which desperate couples vie with each other (sound familiar) for the chance to get a piece of land and become farmers for a year.

This show is fronted by TV's favourite agriculturalist Jimmy Doherty. TV people like Jimmy because he is young, good-looking and his whole bag is about producing organic sausages from rare-breed pigs rather than being an East Anglian grain baron driving around on his £200,000 combine-harvester and struggling with the finer points of the EU single-farm payment scheme.

In fact it's probably because of watching so many of Jimmy's previous shows that the contestants have all turned up.

Each of the teams has been given a quarter of an acre of land to come up with a farming strategy that will earn them a bit of money. From what I have seen so far, a pair of sisters who had spent many years apart (for obvious reasons) have been given the boot, along with a couple who came up with the idea of a Suffolk Scotch egg.

As these shows go, the farming one isn't so bad. At least viewers are getting an insight into the hard work that goes into producing our food. And I like Jimmy, too; he obviously doesn't enjoy giving people the elbow – but then who would?

The trend all started with The Apprentice. That was OK because we all revel in seeing a bunch of arrogant, big-headed windbags get their comeuppance.

As for the latest Andrew Lloyd Webber search for a West End warbler, that's just Opportunity Knocks under another name.

But with these latest shows we are not dealing with idiot entrepreneurs who are already loaded or showbiz wannabes; we are dealing with normal people.

My anger escalated while watching Michel Roux's Service. TV luminaries, who had all just enjoyed a free meal, were asked to judge how their waiters (the poor contestants) had been. It was the sight of Gok Wan complaining about how someone had been a bit slow with the second course or hadn't put the soup spoon in the right place that made my blood boil.

I mean, let's get a sense of perspective. There are people fighting for democracy on the streets of Cairo and being coshed on the head for their trouble.

Perhaps in an age when everyone's job is at risk, watching someone being laid off isn't my idea of entertainment.

CINEMA

PAUL (15)

ACCORDING to The X-Files, the truth is out there... but you won't find it in Simon Pegg and Nick Frost's fantastical road movie.

In the same way that Shaun Of The Dead gleefully gnawed the funny bone of the zombie horror genre, and Hot Fuzz took aim at the countryside cop drama, Paul impishly probes feelgood sci-fi adventure, ET: The Extra-Terrestrial.

Spielberg's earthbound alien was a cute and cuddly creature, who just wanted to phone home, but he bears little resemblance to Pegg and Frost's little grey man.

Their otherworldly visitor smokes pot, gulps beer and exposes his backside through the windscreen of a Winnebago.

He can turn himself invisible as a camouflage defence mechanism and can magically re-animate the dead, providing the film with one of its funniest sequences.

Director Greg Mottola's adventure opens in 1947 Wyoming with a spacecraft crash-landing on top of a red setter called Paul.

Flashing forward to present day San Diego, best friends Graeme Willy (Simon Pegg) and Clive Gollings (Nick Frost) wander dumb-struck around the comic book and popular arts convention, Comic-Con.

They meet famous sci-fi author, Adam Shadowchild, before embarking on a road trip across America, stopping at locations associated with alien contact, including Area 51, the Extraterrestrial Highway and the Black Mailbox.

En route, Graeme and Clive encounter Paul (voiced by Seth Rogen), a potty-mouthed alien stranded on Earth, who is being hunted by mysterious special agent Zoil.

The pals agree to help Paul return home, abducting Ruth, the one-eyed daughter of Bible-bashing trailer park owner Father Moses, along the way.

Meanwhile, Zoil recruits two bungling FBI agents, Haggard and O'Reilly, to apprehend Graeme and Clive.

British audiences love the double-act of Pegg and Frost, making Paul the obvious film of the week.

Their natural chemistry and sharp comic timing compels us to back Graeme and Clive as they risk life, limb and an expensive replica sword to deliver their otherworldly buddy to his mothership.

Rogen brings a roguish charm to his titular hero, becoming mock-serious when he imparts the secret of the universe: "Be yourselves, speak from the heart – some rubbish like that."

Next to Shaun Of The Dead and Hot Fuzz, Paul does feel flat, but Pegg and Frost paper over the cracks with nods and winks to classic fantasy and sci-fi films.

In-jokes abound referencing the warehouse in Raiders Of The Lost Ark, Ripley's battle cry from Aliens and an iconic mountain from another Spielberg favourite.

Considering how many of the laughs in Paul come from other sources, perhaps a more apt title would have been Close Encounters Of The Second-Hand Kind.

BIG MOMMAS: LIKE FATHER, LIKE SON (PG)

MARTIN Lawrence dons the fat suit of his straight-talking alter ego for the third time in this raucous sequel, directed by John Whitesell.

Trent Turner witnesses a murder and the perpetrators have the young man firmly in their sights. Desperate to stay alive, Trent turns to his father, FBI agent Malcolm Turner (Lawrence), for help.

The cop suggests that the best place to hide Trent is in an all-girls school for the performing arts, so while Malcolm transforms himself into outspoken Big Momma once again, Trent reluctantly metamorphoses into overweight new student, Charmaine.

Surrounded by hordes of beautiful and talented women, Trent finds it increasingly difficult to keep up the pretence.

And who, it might be asked, could really blame him?

TOTALLY ALIEN: Nick Frost and Simon Pegg star in Paul



JUSTIN BIEBER: NEVER SAY NEVER 3D (U)

IN 2008, American talent agent Scooter Braun saw footage of 14-year-old Justin Bieber singing his heart out in videos which had been uploaded to a popular website.

Braun subsequently introduced the teenager to singing superstar Usher, who became a mentor, helping the teenager land a recording contract and tutoring him in the skills necessary to endure in the charts.

The following year, Bieber began his assault on the global music scene with his debut single One Time and a superstar was born, leading to subsequent singles Baby, U Smile and Somebody To Love.

Director Jon Chu (Step Up 2: The Streets, Step Up 3D) celebrates the meteoric rise of the young singer with this documentary, which combines behind the scenes footage and interviews with performances of his hits.

Following the lead of two other recent concert films, Jonas Brothers: The Concert Experience and Hannah Montana & Miley Cyrus: Best Of Both Worlds Concert, Never Say Never screens in 3D, transporting fans into Bieber's world of screaming fans and celebrity pals.

INSIDE JOB (12A)

NOMINATED at this year's Oscars as Best Documentary Feature, Charles Ferguson and Audrey Marrs' fascinating film surveys the

devastation and aftermath of the 2008 financial crisis, which resulted in millions of people losing their jobs and the near collapse of some global economies.

The directors interview some of the key figures within the financial institutions to understand the chain of events which led to the worst recession for decades.

They also seek out expert opinions from academics, journalists and politicians who watched the disaster unfold with mounting horror. Narrated by Matt Damon.

CONFESSIONS (15)

JAPAN'S official submission for Best Foreign Language Film at this year's Oscars is a riveting study of grief and revenge, shot from the perspective of a school teacher.

Based on the novel by Kanae Minato, Confessions opens with teacher Yuko addressing her class of truculent and unruly 12 and 13-year-old students, who only pay her attention when she delivers a passionate speech revealing that she holds two of her class responsible for the death of her beautiful four-year-old daughter.

Painfully aware that the guilty parties are protected by the law and that no judge in the land will dole out a suitable punishment, Yuko decides to take matters into her own hands by orchestrating a horrific retribution in this slow-burning morality tale written and directed by Tetsuya Nakashima.

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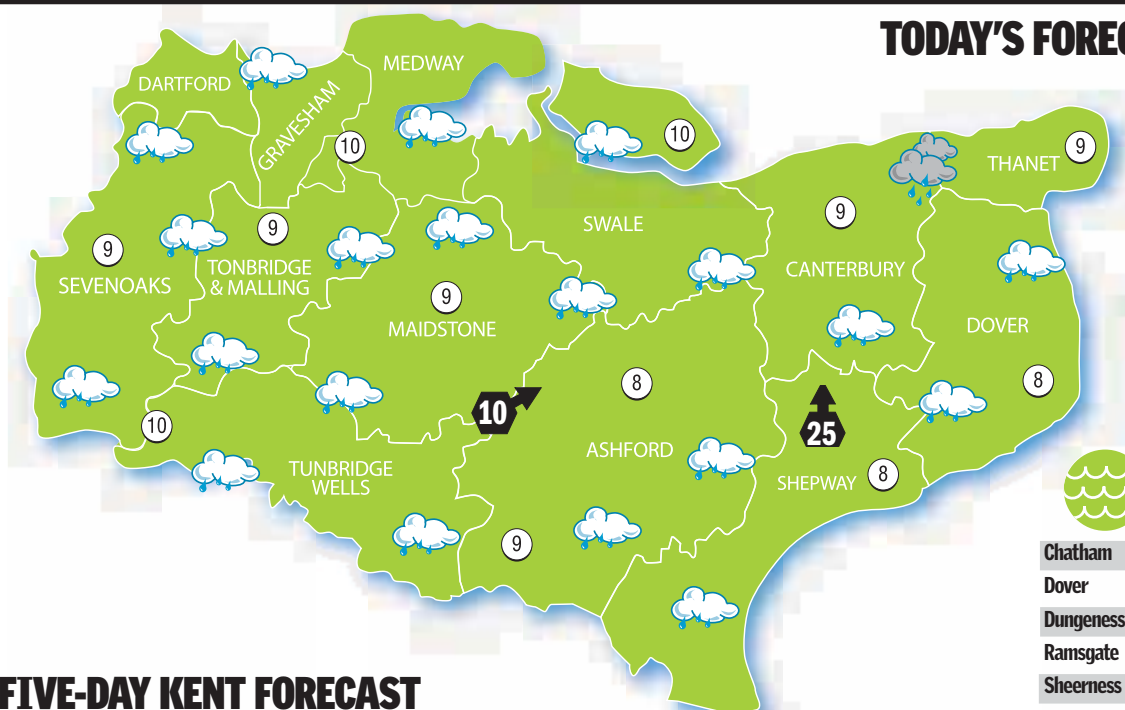
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Beijing	4°C	Rome	11°C
Bombay	31°C	Sydney	24°C
Cape Town	27°C	Tenerife	20°C
Cardiff	6°C	Tokyo	9°C
Gibraltar	16°C	Vancouver	5°C
Hong Kong	17°C	Warsaw	-10°C
Las Palmas	20°C	Wellington	25°C



KENT'S WEEKEND HIGH TIDES

Chatham	Saturday	6:27am 5.2m	Sunday	7:49am 4.9m
Dover	Saturday	5:30pm 5.4m	Sunday	6:18am 5.3m
Dungeness	Saturday	5:24pm 6.0m	Sunday	6:03am 6.0m
Ramsgate	Saturday	6:00pm 4.0m	Sunday	6:48am 4.0m
Sheerness	Saturday	6:15am 5.0m	Sunday	7:37am 4.8m
Whitstable	Saturday	6:15am 4.8m	Sunday	7:44am 4.6m

FIVE-DAY KENT FORECAST

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Canterbury	6°C	9°C	11°C	11°C	9°C
Chatham	7°C	10°C	11°C	11°C	9°C
Dartford	8°C	10°C	13°C	12°C	10°C

Dover	6°C	8°C	10°C	9°C	9°C	Gravesend	8°C	10°C	13°C	12°C	10°C
Faversham	7°C	10°C	11°C	11°C	9°C	Maidstone	7°C	10°C	13°C	11°C	10°C
Folkestone	6°C	8°C	10°C	9°C	9°C	Ramsgate	6°C	9°C	11°C	11°C	9°C
Gillingham	7°C	10°C	11°C	11°C	9°C	Rochester	7°C	10°C	11°C	11°C	9°C

Sevenoaks	6°C	9°C	11°C	10°C	9°C
Sittingbourne	7°C	10°C	11°C	11°C	9°C
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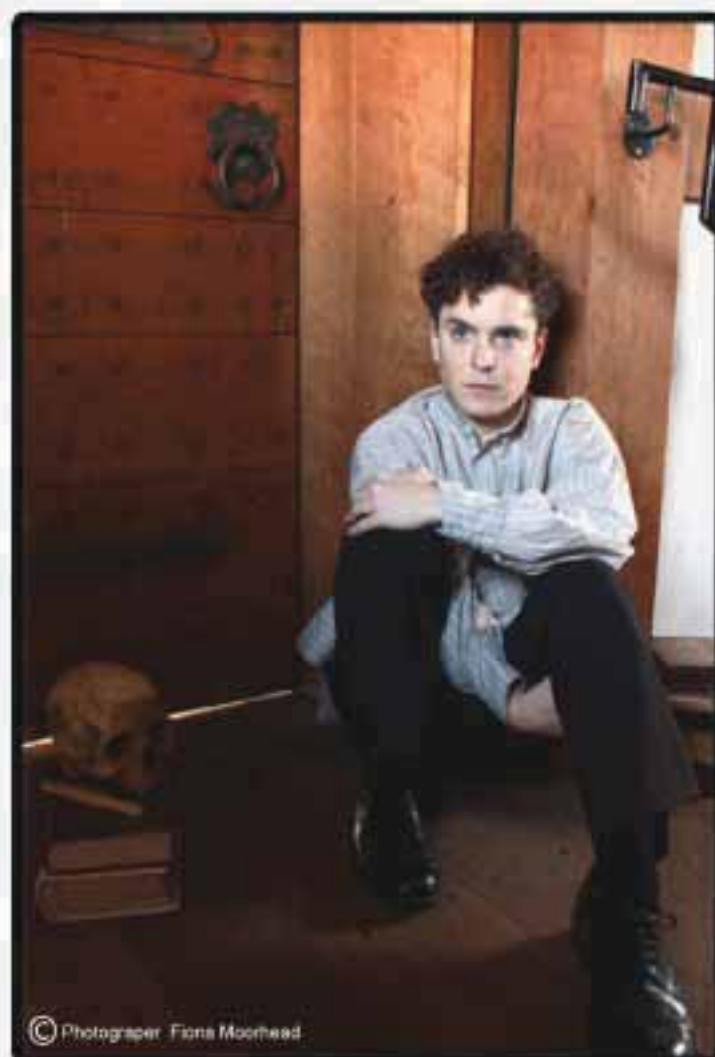
Learning of the king his father's death, Hamlet comes home to find his uncle married to his mother and installed on the Danish throne. At night, the ghost of the old king demands that Hamlet avenge his 'foul and most unnatural murder'.

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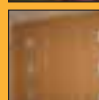
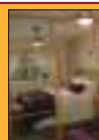


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- Escorted throughout
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BLUE eyed brunette, 5ft 6ins, long legs, varied interests, WLTm funny, outgoing guy for friendship, maybe more. ACA. Tel No: 0906 515 7112 Box No: 360407

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YOUNG fit and totally fabulous 50, hoping I am not wasting my time and that you call and be forever mine! Tel No: 0906 515 7112 Box No: 360401

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INDEPENDENT nurse, late forties, looks much younger, if you are looking for some fun and enjoyment call me now and I will tell you what I'm looking for. ACA. Tel No: 0906 515 7112 Box No: 357555

YOUNG looking, slim petite lady 42yrs seeks man of any age to spend 2011 with. ACA you won't be disappointed. Tel No: 0906 515 7112 Box No: 357131

CUDDLY curvy size 14 plus female looking for gent, 59-65 for daytime adult fun. Tel No: 0906 515 7112 Box No: 358729

SLIM dark hair/eyed female who works far too hard, WLTm male for nights in/out and to make life more interesting. Tel No: 0906 515 7112 Box No: 359189

SEPARATED 40's female looking to put some fun back into her life, seeks outgoing male to get started with. Any race/age. Tel No: 0906 515 7112 Box No: 359187

YOUNG looking 37, curvy, attractive, looking for wild at heart man to enjoy fun times and cosy nights in. Any age/looks. Tel No: 0906 515 7112 Box No: 359185

EVERYDAY life getting boring? Lady seeking discreet male for fun times only. Ask no questions, I will tell no lies. Any age/looks. Tel No: 0906 515 7112 Box No: 359161

40'S larger lady with a definite naughty side, seeking man who loves ladies curves, looks/size/age unimportant. Tel No: 0906 515 7112 Box No: 359159

I'M 36yrs old, blue eyed, slim brunette seeking an older male, single dads welcome, please call if that's what you are looking for, I promise to call you back. Tel No: 0906 515 7112 Box No: 357559

BEDFORDSHIRE female, 39, HIV positive, likes cinema, music, travel, nights in, wine bars, seeks decent, white, professional male under 45. Tel No: 0906 515 7112 Box No: 358579

LOVELY lady, 48, beautiful curves, many interests, just wants to meet an honest decent guy and make him happy. Tel No: 0906 515 7112 Box No: 353417

CHRISTIAN female, 28, 5ft 7ins, medium build, likes swimming, meals out, cinema, bowling, seeks male for friendship, maybe more. Tel No: 0906 515 7112 Box No: 383968

PETITE professional black lady seeks white male of any age to share the finer things in life. ACA. Tel No: 0906 515 7112 Box No: 357161

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LADY late 50's, tall, blonde, green eyes, seeks male with GSOH for days out, quality and fun. Tel No: 0906 515 7112 Box No: 357477

BRUNETTE looking for man who knows how to make a woman laugh. Casual friendship/romance only please. Tel No: 0906 515 7112 Box No: 358619

ATTRACTIVE caring, interesting black lady, seeks educated, genuine, white male for LTR. Tel No: 0906 515 7112 Box No: 358937

INDEPENDENT 30's female who loves men in uniform looking for hunky fella to have fun with. No ties. Tel No: 0906 515 7112 Box No: 358625

LATE 20's female seeking older male. Call to hear exactly what I'm like and looking for. I can meet anywhere in London at any time. Tel No: 0906 515 7112 Box No: 356995

ATTRACTIVE lady, curvy and fun, looking for an uncomplicated fun only relationship, after work etc, any area London. Tel No: 0906 515 7112 Box No: 356991

FUN loving student, 21yrs, seeks male of any age for fun in London, can travel, I love a risk and having fun. Tel No: 0906 515 7112 Box No: 356981

BUBBLY outgoing nurse, (I love my uniform), fancy meeting up North London for some fun loving fun. Tel No: 0906 515 7112 Box No: 356983

FOREIGN beauty, long, long hair, 20's yrs, seeks older male who can spoil someone like me. London area. Tel No: 0906 515 7112 Box No: 356967

TALL slim brunette, just 21yrs seeks interesting older male who knows what's what, show me the ways of the world. Tel No: 0906 515 7112 Box No: 356969



SANDRA 38, slim blue eyed blonde, tactile, fun, would love to be seduced by genuine, loving guy. Age/looks/race unimportant. Tel No: 0906 515 7112 Box No: 378298

BERYL 70 plus, 5ft 6ins, slim, fair hair, green eyes, seeks gent who likes travel, theatre, sports, meals out. Hampshire. Tel No: 0906 515 7112 Box No: 353165

Hi I'm Katie, new to the single scene with no ties, 35, curvy feminine, beautiful, well educated and an all round good catch, so don't hang about. ACA. Tel No: 0906 515 7112 Box No: 356131

CHEEKY brunette, seeks much older male to have some fun with. Tel No: 0906 515 7112 Box No: 377306

SPECIAL gent sought by lady in 60's, N/S, non drinker for happiness and LTR. Tel No: 0906 515 7112 Box No: 330927

SLIM attractive fabulous and 40, loyal loving and extremely lonely, seeking man with a bit of get up and go! Status/nationality unimportant. Tel No: 0906 515 7112 Box No: 358605

I'M a leggy blue eyed adventurous female, enjoy cosy evenings in and am looking for likeminded male for friendship, maybe more. ACA. Tel No: 0906 515 7112 Box No: 358601

FUN loving female, 47, kind, caring, honest, likes meals out, pubs, cinema, cooking, seeks male, 39-49 for friendship/relationship. Tel No: 0906 515 7112 Box No: 357439

SLIM attractive blonde, interesting, looking to further life's experiences with adventurous, male. Any age. Can travel. Tel No: 0906 515 7112 Box No: 358155

YOUNG 22yrs old female, loves all sorts of things, seeks male any age. Looks/status unimportant. Tel No: 0906 515 7112 Box No: 357157

FEMALE 32yrs, long blonde hair, varied interests WLTm older guy, looks unimportant, for fun. Tel No: 0906 515 7112 Box No: 357133

ADORABLE beauty, curvy, caring, down to earth, trained lawyer, seeks good man for friendship, companionship, maybe more. London. Tel No: 0906 515 7112 Box No: 351337

PENNY slim, sporty, attractive, excellent company, enjoys the outdoors, cycling, walks, sailing, theatre, travel, seeks intelligent, like-minded gent for friendship, maybe more. London. Tel No: 0906 515 7112 Box No: 351273

COME live with me. Medic, petite, stunning, long hair, seeks very rich, tactile, generous gent. I will care for you forever. Essex. Tel No: 0906 515 7112 Box No: 351333

LOVELY Estonia lady, N/S, 59, likes music, travel, theatre, walks, seeks male, 60-70 for friendship and to share interests. Tel No: 0906 515 7112 Box No: 351133

BLUE eyed, slim single mum, needs help, seeks genuine caring man who wants a challenge. Eastbourne. Tel No: 0906 515 7112 Box No: 382030

BARBARA divorced, active, 5ft 7ins, dark hair/eyes, likes cinema, theatre, meals out, holidays, seeks intelligent male with GSOH for friendship, maybe more. Tel No: 0906 515 7112 Box No: 346745

Men Seeking

IF YOU'RE LOOKING to meet or chat to someone look no further **TXT CHAT883 to 6525** for chat with pictures, fun and safe service.

32YR old male, outgoing, fun loving, seeks female for naughty fun. Tel No: 0906 515 7112 Box No: 384356

BROWN haired male, 5ft 9ins, medium build, blue eyes, likes snooker, football, pubs, seeks female for fun times. Tel No: 0906 515 7112 Box No: 384350

MATURE male, 6ft 2ins, N/S, likes theatre, cinema, ballroom dancing, seeks female, 55-70 with GSOH. Tel No: 0906 515 7112 Box No: 384302

LIKE the Abba song Take a Chance on me, warm, sincere widower, 64, 5ft 9ins, medium build, seeks sophisticated lady for loving relationship. Tel No: 0906 515 7112 Box No: 360095

YOUNG 40's male, free spirited, no ties, seeks girl who wants to have fun. Tel No: 0906 515 7112 Box No: 380043

HEDONISTIC curvy, vivacious female sought by successful, tall, young 51yr old guy to pamper and spoil. Tel No: 0906 515 7112 Box No: 384264

AVERAGE looking fair minded white male, seeks black lady for conversation and company. Age/looks unimportant, personality is. Tel No: 0906 515 7112 Box No: 384250

TALL dark, handsome space craft commander, recently launched, seeks attractive, feminine mission buddy for regular intricate docking manoeuvres and possible prolonged stay in Earth orbit. Tel No: 0906 515 7112 Box No: 384242

WARM caring, woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 344965

28YR old brunette, seeks fun loving, adventurous male for relationship. Tel No: 0906 515 7112 Box No: 380918

WANTED dates & mates! Kim 53, straight, seeks people for socialising, drinking, holidays etc. Tel No: 0906 515 7112 Box No: 340019

GLADYS loving, short hair, likes cooking, seeks Christian gent with no ties for friendship, maybe more. Tel No: 0906 515 7112 Box No: 340025

NICK 43, petite blonde, green eyes, seeks genuine guy for company, fun, friendship and maybe more. Tel No: 0906 515 7112 Box No: 339115

CAROLE pretty, attractive, seeks special guy. Tel No: 0906 515 7112 Box No: 379288

GORGEOUS female, seeks older male for happiness and good times. Tel No: 0906 515 7112 Box No: 328043

CURVY blue eyed brunette, attractive and fit. I'm a young looking and active 43yrs, varied interests. WLTm mature male with GSOH who knows how to treat a lady, 40 - 70yrs. ACA. Tel No: 0906 515 7112 Box No: 355775

STEVE 47, GSOH, seeks female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 384234

ADAM charming 44, seeks slim, good looking, adventurous lady for daytime fun and frolics. Discretion assured. Tel No: 0906 515 7112 Box No: 384226

MESSAGE man seeks willing lady to practise massage on. Me 55 and exciting to be with. Tel No: 0906 515 7112 Box No: 360285

NICE friendly, experienced male, 55, seeks similar lady for daytime adult kissing practise. Tel No: 0906 515 7112 Box No: 360279

VERY handsome black male, tall, athletic, seeks female of any age for fun, friendship and relationship. Tel No: 0906 515 7112 Box No: 384528

DANNY 46, workaholic, seeks female for fun times, maybe more. Tel No: 0906 515 7112 Box No: 360085

EXCITING guy 55, seeks lady, 40 plus for daytime fun. Tel No: 0906 515 7112 Box No: 359097

ARE you 45 plus, older experienced man, 55 can brighten up your boring days. Tel No: 0906 515 7112 Box No: 359093

MY secretary said don't mention the distant travel, restaurants and fine hotels. Just say you are kind, successful, seeking a younger lady, up to age of 40. Tel No: 0906 515 7112 Box No: 358999

BLACK male, 46, 5ft 11ins, own home/teeth, likes working out, music, seeks female, any race for LTR. Tel No: 0906 515 7112 Box No: 383860

ROMANTIC white male, early 50's, 6ft, dark hair, medium build, many interests, seeks tall black lady. Hove. Tel No: 0906 515 7112 Box No: 354201

19YR old cheeky chappie looking for older female up to 50yrs for fun/LTR. Tel No: 0906 515 7112 Box No: 384024

PROFESSIONAL male, 40's, 6ft 3ins, seeks mature, slim, vivacious, sensual woman, 50-60's with an unshamed appetite for life's pleasures. London. Tel No: 0906 515 7112 Box No: 359763

AVERAGE looking white guy seeks black lady for conversation. Personality important. Tel No: 0906 515 7112 Box No: 384190

47YR old male, easygoing, GSOH, likes nights out, meals, seeks female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 359753

LADY 40 plus looking to spice up her life, very experienced, older man can show you the way. Tel No: 0906 515 7112 Box No: 359531

DANNY seeks older female for fun times. Tel No: 0906 515 7112 Box No: 359423

TONY 51, hardworking, GSOH, young at heart, seeks female, 35-50 for fun, excitement and maybe more. Tel No: 0906 515 7112 Box No: 359587

LIKE the Abba song, Take a chance on me. Young at heart widower, 5ft 9ins, 64, medium build, seeks sophisticated lady for loving relationship. Tel No: 0906 515 7112 Box No: 359501

KEN 67, 6ft, slim, N/S, ex RN, seeks lady, 60's to share life, laughter, cuddles, holidays and caravanning. Tel No: 0906 515 7112 Box No: 359111

LADY who will wear me out, sought by fit 55yr old nice tall man. Tel No: 0906 515 7112 Box No: 358727

ADVENTUROUS lady 50 plus who would try anything once sought by genuine, nice, real man 55. Tel No: 0906 515 7112 Box No: 358737

MALE seeks female, 55-60 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 383866

ROMANTIC white male, early 50's, 6ft, dark hair, medium build, many interests, seeks tall black lady. Hove. Tel No: 0906 515 7112 Box No: 354201

YOUNG good looking, funny, intelligent, smart, handsome male, seeks mature woman for fun. Must be wild and full of adventure. London/Herts. Tel No: 0906 515 7112 Box No: 355899

JEFFERY 52, white, 6ft 2ins, medium build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 0906 515 7112 Box No: 348663

YOUNG male, 33, new to area, seeks mature, adventurous female friend for fun evenings in. London. Tel No: 0906 515 7112 Box No: 358063

BLACK male, 43, kind, caring, easygoing, seeks white female, 39-48 for relationship and good times. Tel No: 0906 515 7112 Box No: 341075

LOVING genuine male, 48, full of life and love, seeks slim-medium build female/soul mate. Tel No: 0906 515 7112 Box No: 358023

ROBBIE 55, GSOH, slim, fit, likes meals out, walks, seeks female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 358549

SINCERE male, early 60's, 6ft, white, likes most things, widow, seeks female of similar age for who knows what. Tel No: 0906 515 7112 Box No: 332841

6FT 2ins male widow, 72, not overweight, grey hair, retired, professional, seeks female, 65-74 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 358713

LADY 45-65 who likes a good massage, sought by 55yr old male. Tel No: 0906 515 7112 Box No: 358725

YOUNG male, trainee masseuse, seeks mature, adventurous lady for refreshing times. Tel No: 0906 515 7112 Box No: 359459

MALE 60, loving, caring, solvent, likes country walks, cooking, seeks female, any age for LTR. Tel No: 0906 515 7112 Box No: 359587

CHRIS medium build, brown hair, seeks nice lady for fun nights out and maybe more. Tel No: 0906 515 7112 Box No: 359585

RETIRED male, clean shaven, seeks muscular guy, any age/nationality. Tel No: 0906 515 7112 Box No: 359055

FRIENDLY 58, young outlook, active, N/S, likes normal things, caring, sharing, affectionate, no ties, looking for happy times with new friend, 48-55. Worthing. Tel No: 0906 515 7112 Box No: 384014

BRIAN 47, 5ft 9ins, medium build, told attractive, easygoing, N/S, likes pubs, eating out, cinemas, seeks attractive white female, 35-47 LTR. Tel No: 0906 515 7112 Box No: 358795

MALE youthful 60's, slim, honest, GSOH, likes most things, seeks female similar, attractive, genuine, 56 plus for LTR. East Grinstead. Tel No: 0906 515 7112 Box No: 383004

GRANT 46, GSOH, seeks female for LTR. Tel No: 0906 515 7112 Box No: 359073

EXPERIENCED easygoing 55yr old male, seeks younger lady wanting exciting older man to provide breathtaking, quality intimate fun. Tel No: 0906 515 7112 Box No: 359143

NEW Year new man, Young looking 48, rugged good looks, dark hair, very fit, charismatic, charming, seeks slim, white lady full of life for LTR. Tel No: 0906 515 7112 Box No: 358033

STEVE 60, 6ft 2ins, grey hair, N/S, solvent, small business, varied interests, likes music, red wine, concerts, pubs, cooking, seeks female, Eastbourne. Tel No: 0906 515 7112 Box No: 383772

JON 75, loves life, OHAC, GSOH, seeks younger lady for loving relationship. Tel No: 0906 515 7112 Box No: 359339

FRIENDLY male, 54, looks younger, medium build, N/S, seeks male, 25-60 for relationship. Tel No: 0906 515 7112 Box No: 383426

ATTRACTIVE non scene gay hunk, late 20's, seeks older, solvent gent, 65 plus for mutual fun. Tel No: 0906 515 7112 Box No: 384543

BI male, 57, passive, tactile, seeks good looking, muscular male for occasional meetings. Tel No: 0906 515 7112 Box No: 357451

RETIRED male, clean shaven, seeks muscular guy, any age/nationality. Tel No: 0906 515 7112 Box No: 359055

FRIENDLY 58, young outlook, active, N/S, likes normal things, caring, sharing, affectionate, no ties, looking for happy times with new friend, 48-55. Worthing. Tel No: 0906 515 7112 Box No: 384014

BRIAN 47, 5ft 9ins, medium build, told attractive, easygoing, N/S, likes pubs, eating out, cinemas, seeks attractive white female, 35-47 LTR. Tel No: 0906 515 7112 Box No: 358795

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Keep Kent Working!

2011
Campaign

It's jobs for Kent

Melissa says 'you're hired'



FOREFRONT: Melissa Cohen at Bluewater

THE Apprentice contestant Melissa Cohen was on hand to mark Bluewater's contribution to National Apprenticeship Week.

Ms Cohen, who was fired by Lord Sugar in week four of the latest series of the BBC show, visited Kent to assist in a challenge to merchandise the shop front of the children's clothing store Pumpkin Patch. She was joined by Bluewater retail manager James Waugh, apprentice Vicky Collingwood, and Kent County Council deputy cabinet member for customer and communities, Cllr Avtar Sandhu.

Ms Cohen said: "It's essential to show any prospective employer you are willing to go above and beyond for a dream job."

"Apprenticeship schemes are the perfect opportunity to gain practical experience, which makes the candidate stand out from your average applicant."

There are more than 3,500 apprentices working across the county, including 400 who have worked or are currently employed with in KCC through the Kent Success scheme.

Bluewater general manager Andrew Parkinson said: "Apprenticeships are a great way for people to begin a career in this industry. They are also invaluable to employers, creating confident, motivated and skilled individuals with a good balance of practical experience and formal qualifications."

"We strongly recommend that businesses support apprenticeships, and that people looking to build a career and gain professional qualifications visit our apprenticeship hub and roadshow to find out how they can take the first steps."

Keep Kent Working! It's jobs for Kent

Keeping skills local is college's key aim

By **STEVE KNIGHT**

steve.knight@kosmedia.co.uk

TRAINING providers are teaming up with Kent's business community to ensure the county's best young workers are not lost to the capital.

MidKent College is the latest organisation to back this newspaper's Keep Kent Working campaign, one of the key aims of which is to prove to newly qualified students that they do not need to move to London to further their careers.

And according to business development head Jacqui Brown, the college is playing its part by actively seeking to team up its students with businesses in the Medway and Maidstone areas.

She said: "Kent is in competition with both London and Europe, but we're told the skill set in the South East is well below what it should be."

"We hope to change this by helping young people reach a skill level that will support the local economy to the benefit of everyone in Kent."

"What we're going to do – hopefully before August – is have a recruitment shop whereby we can put students in touch with local employers as they approach the end of their courses."

"It will also be free support for the businesses and we hope they will come to us as their first port of call when looking for staff."

There are more than 3,500 apprentices working across Kent, but according to the county council there is still a shortage of employers offering places to willing young workers.

However, Mrs Brown said she thought the situation was improving.

"Traditional companies like builders and engineers have always had apprentices," she said. "But it's the so-called 'soft skill' profes-



LOCAL ANGLE: So-called 'soft skills' and traditional trades both have a role to play in providing Kent's future workforce

sions like accountancy, business admin and customer service that are the difficult ones.

"But we're getting the perception changed and

driving home the message that although we can train these young workers, they still need to gain competence in the workplace."

WHAT is your business doing to help Keep Kent Working?

Are you running an apprenticeship scheme to attract young workers? Are your employees being sent on training courses to aid their personal development? Or are you funding a university scholarship to help find the businessmen and women of the future?

Send your good news stories to steve.knight@kosmedia.co.uk or call 01303 817136.



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Working together as merger approaches

BROMLEY and Orpington colleges have launched a joint apprenticeship drive ahead of their planned merger later this year.

Together the colleges offer apprenticeships in more than 10 occupations, ranging from beauty therapy and dental nursing to logistics and motor engineering.

And as part of their commitment to National Apprenticeship Week held earlier this month, they are reiterating how valuable the programmes can be to individuals and their employers. Young mechanic Aaron Farron is working as an apprentice with the car dealership WJ King, which has show-rooms in towns across Kent.

He said: "A lot of students who just study find that they know how to do everything by the book, but when they're faced with a problem they get stuck because they haven't had a chance to practice. Working here is great, the people are really helpful and it's fun. I'd definitely suggest doing an appren-

ticeship to anyone who's interested in getting into the trade.

"You get much more practice than you do as a full-time student. It's really convenient, it's local and I'm always learning."

Call 020 8295 7070 for more information or email apprenticeships@bromley.ac.uk.

Meanwhile, a public consultation to consider the merger of the colleges will end on Friday, March 4.

If all goes according to plan, the new college will open in August as the Bromley College of Further and Higher Education with Orpington and Bromley retained as campus names.

Bromley principal Sam Parrett and Orpington principal Simon Norton said in a joint statement: "Merger will allow us to better utilise our facilities and improve efficiency, ensuring we maximise resources for teaching and learning in the challenging economic and financial environment ahead."



Fuelling academic interest

PETROLHEADS at K College will build a Caterham Seven from scratch as part of their motorsports BTEC course.

Thirteen students aged 17-25 will construct the vehicle as part of their coursework for the level three diploma, which also forms part of the college's rewards programme.

Learning manager Nick Aldridge said: "In the past it has been difficult to motivate lower-level learners to complete their skills lessons in maths, English and ICT.

"This project will help encourage the students' creative writing and their maths ability. With support from Caterham, we feel this rewards scheme will prove to be a huge success for the students and the college."

Caterham, which has a parts department in Dartford, has run similar initiatives at 13 schools across the UK in the last four years.

Marketing director Andy Noble said: "Caterham has always been about experiencing the car, not just looking at them."

Inspired by sports science

A PROJECT to engage sixth-form students in sports science has earned the University of Kent a London 2012 Inspire mark.

The award is in recognition of an interactive open day held at the Medway Park complex last month, which gave A-level students from across the county access to specialist sports science equipment.

It means the university can now use the Inspired by London 2012 logo to promote its public sport engagement programmes.

"We're delighted to receive recognition

from the Inspire team for our interactive sports science day," said Prof Louis Passfield, director of the Centre for Sports Studies. "The Olympics will be great for London to host but it's also important we put in place programmes that build on the enthusiasm the Games will generate to engage more people in sport."

The Medway Park complex boasts modern facilities including a sports therapy clinic, laboratory, gym and separate seminar room with full audio/visual equipment.

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Applicants may be required to attend an Assessment Day on Wednesday 2nd March and may also be required to attend Interview on Tuesday 8th March.

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Stephanie Woodcock on reception@canterburysaab.co.uk

Westminster Road, Vauxhall Industrial Estate, Canterbury. CT1 1YY

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Our recently opened Tunbridge Wells Branch is looking to recruit a delivery driver who is customer orientated, friendly, reliable, trustworthy and enthusiastic. You will need a full driving license with no more than 3 points and be able to work alternate Saturdays.

To apply please email your CV to humanresources@scmf.co.uk or visit our website www.scmf.co.uk alternatively you can call Peta Budd or Julia Hall on 0208 308 6812/6813

Closing date: Wednesday 23rd February 2011



- FITNESS ADVISOR

(Full Time / Part Time) Kent (Ashford)

- MEMBERSHIP ADVISOR

(Full time) Kent (Folkestone)

- MEMBERSHIP ADVISOR

(Full Time / Part Time) Kent (Ashford)

- PART TIME BEAUTY THERAPISTS

Kent (Ashford)

- PART TIME CAFE BAR ASSISTANT

Kent (Ashford)

- PART TIME MALE DOMESTIC

(8 hours per week) Kent (Folkestone)

- FITNESS ADVISOR

(Casual) Kent (Folkestone)

As the largest independently owned health club operator in the UK, Bannatyne's offers state of the art facilities in over 60 convenient locations to over 180,000 members.

Please call Mike for further information on 01303 270888. Please apply via our website www.bannatyne.co.uk

CAREER OPPORTUNITIES

Barretts of Canterbury Limited is one of the oldest and most respected Motor Groups in the country. Established in 1902 the Group has 11 dealerships based in Ashford and Canterbury. It is rare that as many opportunities are available at once and merely emphasises the Group's progressive outlook even in such difficult times as these.

EXPERIENCED SALES SPECIALIST

An experienced Sales Specialist is being sought for our Honda dealership based in Canterbury. We are seeking a professional person with a proven track record at sales whilst maintaining excellent customer satisfaction scores. Even if you are reluctant to move before your March sales are handed over you should still contact us now to ensure your next career move.

TRAINEE SALES SPECIALISTS

We are looking to recruit a Trainee Sales Specialist for our Jaguar dealership in Ashford and also for our Canterbury based Land Rover operation. The successful applicants will not necessarily have worked in the motor trade before but they will be comfortable dealing with customers and colleagues and have a pleasant and outgoing personality. Full training will be given to the right people.

SERVICE ADVISORS

An experienced Service Advisor is required for our busy Malthouse Reception and also for our Land Rover Reception. Both positions are based in Canterbury and once again the successful applicants will be comfortable dealing with customers both face to face and on the telephone and be professional throughout. It is important that the applicants be good team players and experienced at dealing with staff at all levels.

MOTOR VEHICLE TECHNICIAN

A Motor Vehicle Technician is required for our Land Rover operation in Canterbury. The successful applicant will already be an experienced Technician ideally with the Land Rover franchise. However, full training will be given to the right applicant. This is an exciting time for Land Rover with the new Evoque due to arrive in September of this year.

Please send your CV for the attention of Lana Farr at: Barretts of Canterbury Ltd, 28 - 30 St Peters Street, Canterbury, Kent CT1 2BL

Closing date 11/3/11

A marque in itself

Barretts

The Old Buttermarket

Require an experienced **Kitchen Manager** and **Chef** for busy pub located in the centre on Canterbury. Salary TBA. Please contact **Lindsey** on **01227 462170** for more information

PEMBURY FENCING LTD

SUB-CONTRACT

Fencing Installers

required for work in the **SOUTH EAST AREA**. Must have own vehicle, tools and plant. References required

Please ring **01480 474400** or email **Sonia@pemburygroup.co.uk**

To advertise in this section

01303 817040

STAFF REQUIRED

for small home in **Lordswood, Chatham**, to work the following shifts
4pm-8am nights
3 nights first week
and 4 nights second week

Please ring for an information pack on **01634 579505**

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DMS Experienced Qualified Electrician

Required to work for our family run repairs and cleaning company, covering the whole of Kent.

Also required

Part-Time Bookkeeper

Must have experience in company accounts/reports. Wages negotiable for both positions. To become part of a valued team.

Please contact Fiona on 01303 248828

WELLNESS COACHES REQUIRED

We are a Health & Nutrition company looking for serious people who want to earn **£500-£1000+** per month full/part-time working from home.

Full training and support available.
01622 671716



Business Development Manager

Currently seeking dynamic and organised sales professionals to develop and secure new business whilst generating sales opportunities in line with Company strategy. Industry experience / knowledge of the uPVC window and building materials sector is highly advantageous. Competitive salary, Company car, laptop and mobile phone will be provided

Please forward your CV and covering letter to **recruitment@eurocell.co.uk** FAO Karen Freeman

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The smart way to find a job in the County

Canvasser/Collectors required



Earn extra cash and help raise money for **Pilgrims Hospices**.

We are seeking Canvassers/Collectors across East Kent to join our established team. Responsibilities include developing new rounds and collecting fees from existing members.

Self employed with flexible hours. Good rates of commission paid for recruiting new members. All vacancies are subject to CRB disclosure.

Please visit our website for further information or call **Shiralee** on **01227 379741**
<http://www.pilgrimshospice.org>

Distributors required

Opportunities are available to join our team of Distributors delivering our newspapers to shops and businesses.

This position is for Friday evenings or Saturday mornings 2/3 hours

You will need to be at ease talking to the public and capable of working under your own initiative, and be of smart appearance, as you will become a representative of our award winning company.

Rate of pay is **£6.50** per hour plus mileage allowance if relevant.

If interested, please contact **Barbara Coker** on **01303 817072**

ARCHANT } **KOS MEDIA**

Apple Barn, Hythe Road, Smeeth, Ashford, Kent TN25 6SS

Public Sector

You can also find the latest jobs online:
www.jobsforkent.co.uk

LEARNING SUPPORT ASSISTANT (RELIEF WELFARE ASSISTANT)



28.5 hours a week (5 days)
Term time only - 39 wks per year (includes Staff Development Days)
Kent Salary Scheme 3 points 7-11 (£14,009.00 to £15,984.00 pa)
Pro rata to £9,163.70 - £10,388.87 pa

Plus an additional allowance of £6.50 per day when used in the PD Department

A friendly and adaptable person is required to work with an identified subject area for learning support. In addition, you would provide relief cover for the PD Department in the event of absence, to proactively support students with their learning and welfare needs in order to maximise their levels of achievement and independence. You will be required to undertake moving and handling training, and it would be an advantage to have an interest in, or experience of, working with physically disabled students and a good level of numeracy and literacy (Level 2 or equivalent) is essential.

To apply please submit with your application to Kay Allen, HR Manager, a letter outlining your reasons for wanting this position, together with evidence of why you are suitable for the role, and how you have developed your skills in previous roles in readiness for this position.

Further details and application forms may be obtained from our HR Manager by email at k.allen@thamesview.kent.sch.uk or by telephoning 01474 566552 ext 8081120.

Closing Date: **21st February 2011**

Interviews: **Week Commencing 28th February 2011**

CVs without an application form will not be accepted.

Appointment to this post is subject to a criminal background check via the disclosure procedure. Thamesview School operates a non-smoking policy.

Career opportunities at MidKent College

MidKent College based in the Medway Towns and Maidstone is seeking to appoint an outstanding individual in the following area:

Hourly Paid Lecturer in Business

Ref: SESS09

Hourly rate: £21.44 - £25.22 (dependent on qualifications and experience)

We are looking to recruit a passionate individual to teach Level 2 Business Studies. The successful candidate will ideally hold a relevant Business qualification and either hold or be willing to work towards a recognised teaching qualification.

CLOSING DATE: Wednesday 23 February 2011

MidKent College and RBLI Employment Solutions are working in partnership to support disabled applicants. For assistance please contact RBLI on 0800783114 or visit their website www.rbli.co.uk

The College is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. Any offer of employment is subject to a Criminal Records Bureau check in accordance with the College procedure.

For an application pack and further details visit www.midkent.ac.uk or e mail job.applications@midkent.ac.uk Alternatively you may contact Human Resources on 01634 383102.

The College is committed to safeguarding children and young people therefore any offer of employment will be subject to a CRB check.

MidKent College is an equal opportunities employer



LECTURER IN CARPENTRY AND JOINERY

Salary scale: £25,589-£30,205 for 37 hours per week all year

A lecturer is required to deliver high quality education and training, to support students and trainees effectively (including individual and group tutorials), and to further develop the wood occupations curriculum.

Job reference: LCJ001

Closing date: Wednesday 2nd March 2011

Interview date: 23rd March 2011

TROWEL TRADES TECHNICIAN

Salary scale: £7,990-£8,896 for 18.5 hours per week all year

The college is looking to recruit a Trowel Trades Technician to provide support and assistance to staff and students in the workshops as appropriate.

Job reference: TTT001

Closing date: Wednesday 18th March 2011

JOBS BROKER

Salary Scale: £22,289 - £26,408 for 37 hours per week, all year
FIXED TERM UNTIL 30 SEPTEMBER 2011

The college is looking to recruit to the above post to provide a job brokerage function for projects in the College.

Job reference: JB001

Closing date: Wednesday 2nd March 2011

Interview date: 14th March 2011

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'. Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052.

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Teachers Needed Primary, Secondary and SEN.

Capita Education Resourcing is the leading provider of educational staff throughout the UK.

Our dedicated and friendly Kent team can provide you with:

- ✓ Daily/weekly/termly supply opportunities
- ✓ Excellent rates of pay – paid weekly
- ✓ Free in-service training and CPD assessment
- ✓ Free use of resource centre
- ✓ An out-of-hours service

Even if you can only spare one day a week we would love to hear from you.

To find out more information and to register with us, please call us free on:

0800 731 6871

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(Age)

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Committed to equal opportunities

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advertise
in this
section



**01303
817040**

TOWNSCAPE IMPROVEMENT OFFICER

Location: Civic Centre, Folkestone

Salary: £25,620 - £30,201 plus essential car user allowance

Shepway is a coastal district undergoing a transformation through a range of public and private sector initiatives. To complement this activity, the district is keen to ensure that the urban environment across all its towns is improved. As such, a new post has been created within the Economic Regeneration Team to tackle townscape issues.

Your role will be to develop a Townscape Improvement Strategy for the district in collaboration with partner organisations and implement it through a wide range of initiatives.

Application details on this exciting new position can be accessed via www.shepway.gov.uk or alternatively if you

would like to discuss this post, please contact Jeremy Whittaker, Economic Regeneration Team Leader on 01303 853375.

The closing date for applications is 4 March 2011

Provisional Interview date is 18 March 2011



Stirling way, Ramsgate, Kent CT12 6NB
www.marloweacademy.co.uk

Graduate Teacher Training Programme

Starting 1st July 2011 in the following subject areas:

Mathematics, English and Science

Salary: £15,817

We offer an exciting opportunity to work in Kent's first Academy where we continue to challenge traditional approaches and to drive up standards. Our students are offered innovative and challenging learning experiences. As part of your training package you would be supported by experienced and enthusiastic staff. Candidates must have a degree in a related subject, have left university for at least a year before commencing training, and have some experience of working with children.

Interested?

Then download further information and an application form from our website or contact the Academy. We look forward to hearing from you.

The closing date is: Monday 28th February 2011

Enquiries or visits to the Academy are welcome.

Please contact Marion Wigington, HR Manager, on 01843 598550 or email marionwigington@marloweacademy.co.uk

The Marlowe Academy is committed to safeguarding and protecting the welfare of children and the successful applicants will have to undertake Enhanced Disclosure via the CRB.

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next mouse click



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THANET COLLEGE

RAISING ASPIRATIONS - DEVELOPING SKILLS - DELIVERING QUALITY

BUSINESS PROGRAMME MANAGER

Salary Scale: £33,917 per annum for 37 hours per week, all year

Located at our fantastic new Manston Business Centre we are looking to recruit a Business Programme Manager to be responsible for managing programmes within the business development division and to promote very high standards in a positive and supportive culture that aspires to be outstanding.

Closing date: Wednesday 23rd February 2011

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'.

Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Job reference: BPM001

Promoting Equality Preventing Discrimination





The Folkestone academy

SEASONAL GROUNDS PERSON

*Six Months contract to commence April 2011
20 hours per week
Salary: £6.50 per hour*

We are looking to appoint a Seasonal Grounds person on a six month fixed term contract to commence April 2011 based at Folkestone All Age Academy.

Duties to include grass cutting; weeding; litter picking and general grounds work. Experience of cutting machinery an advantage however full training will be given.

For further details please go to our website at www.folkestoneacademy.com or contact Marion Wigington on 01843 598550 for further details.

Closing date: Monday 2nd March 2011

The Folkestone Academy is committed to the safeguarding of children and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. The successful applicant will be subject to appropriate child protection screening including checks with previous employers and the Criminal Records Bureau. The Academy is an equal opportunities employer.

The Folkestone Academy
Academy Lane, Folkestone, Kent CT19 5PF
Tel: 01303 842400 • Email: admin@folkestoneacademy.com



DOVER GRAMMAR SCHOOL FOR BOYS

BUSINESS AND ENTERPRISE COLLEGE
INTERNATIONAL BACCALAUREATE WORLD SCHOOL

GRADUATE TEACHER PROGRAMME APPLICATIONS INVITED

We wish to offer the following trainee placements on the Graduate Teacher Programme

Required for September 2011

History, PE and Science

We have a very successful programme of support and qualification for our GTP students which has been enhanced by the excellent links the school has with Canterbury Christchurch University.

If you are enthusiastic and hard working; if you enjoy working with young people; if you relish a challenge and feel you have the necessary skills for this post, please contact the School Office, on 01304 206117, or email sbarham@dovergramboys.kent.sch.uk, for an application pack.

Closing date for applications is **Friday 25 February 2011**
Interviews will be held on **Friday 4th March 2011**



To advertise in this section



01303 817040



THANET COLLEGE

“Raising Aspirations, Developing Skills, Delivering Quality”

Thanet College recruits ‘The Apprentice’

FIXED TERM FOR 36 WEEKS

Salary Scale: **£95 per week for 37 hours per week**

Thanet College is delighted to offer opportunities to “earn as you learn”.

The Business Development Division is recruiting two Apprentices to work and train at the fantastic new Manston Business Centre alongside experienced staff.

Business Administration Apprentice

The successful applicant will offer administrative support whilst completing on the job training and the following qualifications: NVQ in Business Administration, Technical Certificate and Key Skills in Literacy and Numeracy.

Customer Service Apprentice

The successful applicant will welcome and host customers to the Business Centre whilst completing on the job training and the following qualifications: NVQ in Customer Service, Technical Certificate and Key Skills in Literacy and Numeracy.

If you have a positive approach, good organisational and communication skills and would like to be considered for either of these opportunities:

Apply now!

Closing date: **23 February 2011**

Applicants may be required to attend an Assessment Day on Wednesday 2nd March and may also be required to attend Interview on Tuesday 8th March.

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'. Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Job reference: **APR001**

Promoting Equality Preventing Discrimination



PUBLIC NOTICES

KENT COUNTY COUNCIL
THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004
APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS

An application has been made to Kent County Council to grant an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: **Windyridge Guesthouse, Wraik Hill, Whitstable**

Applicant: **John Hawkins**

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the grant of an approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

Giles Adey
Head of Registration
1st Floor, Invicta House
Maidstone, ME14 1XX



KENT COUNTY COUNCIL
THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004
APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS

An application has been made to Kent County Council to grant a renewal of an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: **The Crown Inn, The Street, Finglesham, Deal**

Applicant: **Mrs Helen Oveden**

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the renewal of the grant of approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

Giles Adey
Head of Registration
1st Floor, Invicta House,
Maidstone, ME14 1XX



To advertise in this section



01303 817040

KENT COUNTY COUNCIL
THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004
APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS

An application has been made to Kent County Council to grant an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: **The Orchards, New Road, East Malling**

Applicant: **Ian Hardie**

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the grant of an approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

Giles Adey
Head of Registration
1st Floor, Invicta House,
Maidstone, ME14 1XX



Highways – District of Swale

HEARTS DELIGHT ROAD, TUNSTALL (PROHIBITION OF DRIVING) TEMPORARY ORDER 2011

THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is given that because of the installation of a new electrical supply, the Kent County Council has made an Order prohibiting through traffic on Hearts Delight Road, Tunstall, on or after 21 February 2011 for up to 1 day or until the works have been completed.

The road will be closed in the vicinity of 'The Oast'. There will be no access for through traffic between the junctions with Bredgar Road and Park Drive.

The alternative route is via Hearts Delight Road, Hearts Delight, Bannister Hill, Borden Lane, Riddles Road, Minterne Avenue, Bradley Drive, Park Drive and Tunstall Road.

(PROHIBITION OF STOPPING OUTSIDE SCHOOLS) (AMENDMENT NO. 2) ORDER 2010

Notice is hereby given that KENT COUNTY COUNCIL has made the above named Order under sections 1(1), 2(1) to (3), 3(2), 4(1) and (2), 32(1), 35(1), 45, 46, 49 and 53 of the Road Traffic Regulation Act 1984, and of all other enabling powers, and after consultation with the chief officer of police in accordance with Part III of Schedule 9 to the Act:

The effect of the Order will introduce "School Keep Clear" zig-zag markings to prevent parking along the frontage of Iwade County Primary School in the vicinity of the pedestrian crossing on the northern side of School Lane from a point adjacent to the school/shop car park entrance for a distance of 43 metres in a westerly direction

This Order is necessary for safety reasons, and will make stopping on the "School Keep Clear" zigzag markings from Mondays to Fridays from 8.00am to 5.00am during school term times an infringement which may be dealt with by the issue of a penalty charge notice.


The Order was sealed on 14 February 2011 and will come into force 17 February 2011.

Full details are contained in the Order which, together with the relevant plans, any Orders amended and a statement of the Council's reasons for making the Order may be examined on Mondays to Fridays Council Offices of Swale Borough Council, Swale House, East Street, Sittingbourne, Kent and at Kent County Council, Sessions House, Maidstone during normal opening times.

Any person wishing to question the validity of the Order or any of the provisions contained therein on the grounds that it is not within the powers of the relevant enabling Act or that any requirement of any such enabling Act or of any regulations made thereunder have not been complied with may within 6 weeks from the date on which the Order was made make application to the High Court for this purpose.

Katherine Kerswell, Group Managing Director
Kent County Council, County Hall, Maidstone, Kent

For further information please contact Kent Highway services on 08458 247 800 (local rate) or visit www.kent.gov.uk/highways



HIGHWAYS –District of Sevenoaks

HEVER ROAD, EDENBRIDGE - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council has made an Order restricting the use by vehicular traffic on Hever Road, Edenbridge from Philippines Close to outside Delaware Cottages.

The Order will become effective on 21st February 2011, will be in operation and remain valid for a maximum period of 18 months; the works are planned to commence 26th February and last 3 weeks. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: New House Farm Road, Lydens Lane, B2026 Hartfield Road and B2026 Mill Hill.

The purpose of the closure is to facilitate installation of a new electricity supply.

IDE HILL ROAD, BOUGH BEECH - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council intends to make an Order restricting the use by vehicular traffic on Ide Hill Road, Bough Beech between B2027 Clinton Lane and Lakeside Close.

The Order will become effective on 7th March 2011, will be in operation and remain valid for a maximum period of 18 months; the works are planned to commence last 1 week. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: B2027 Clinton Lane, Four Elms Road, Green Lane and Ide Hill Road.

The purpose of the closure is to facilitate installation of a new electricity supply.

STATION ROAD, SHOREHAM - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council has made an Order restricting the use by vehicular traffic on Station Road, Shoreham 5m from the railway bridge.

The Order will become effective on 21st February 2011, will be in operation and remain valid for a maximum period of 18 months; the works are planned to last 5 days. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: Church Street, Shoreham, Filston Lane, Shoreham, Twitton Lane, Otford, Pilgrims Way West, Otford, Station Road, Otford and Shoreham Road, Otford.

The purpose of the closure is to facilitate installation of 15m of service cable.

VARIOUS ROADS, SEVENOAKS/DARTFORD/GRAVESHAM AND TONBRIDGE AND MALLING - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council intends to make an Order restricting the use by vehicular traffic on Various Roads, Sevenoaks/Dartford/Gravesham/Tonbridge and Malling as noted in schedule 1.

The Order will become effective on 7th March 2011, will be in operation and remain valid for a maximum period of 18 months; dates in schedule are anticipated dates however actual work dates will be displayed by signage on site 14 days in advance. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: as noted in the attached schedule.

Schedule 1

Sevenoaks	
Road Name:	Lakeview Road, Sevenoaks
Extent:	Entire Length
Date:	10th March 2011 for 4 working days
Diversion:	Lambarde Road, Betenson Avenue and Robyns Way
Road Name:	Hopgarden Lane, Sevenoaks
Extent:	Entire Length
Date:	17th March 2011 for 2 working days
Diversion:	Ashgrove Road, Oak Lane and Grassy Lane
Road Name:	Gracious Lane, Sevenoaks
Extent:	Between Gracious Bridge and Hubbards Hill
Date:	18th March 2011 for 4 working days
Diversion:	Oak Lane, Ashgrove Road and Weald Road
Road Name:	Honeypot Lane, Kemsing
Extent:	Entire Length
Date:	23rd March 2011 for 3 working days
Diversion:	Noah's Ark, St Edith's Road, High Street, Heaverham Road and Watery Lane
Road Name:	Watery Lane, Kemsing
Extent:	Between Heaverham Road and Honeypt Lane
Date:	25th March 2011 for 4 working days
Diversion:	Heaverham Road, High Street, St Edith's Road, Noahs Ark and Honeypt Lane

Road Name: **Goodbury Road, West Kingsdown**
Extent: Entire Length
Date: 31st March 2011 for 2 days
Diversion: Birchin Cross Road and Clarkes Green Road

Road Name: **East Hill Road, West Kingsdown**
Extent: Between Goodbury Road and Cherry Tree Grove
Date: 1st April 2011 for 2 days

Road Name: **Beldam Haw, Halstead**
Extent: Entire Length
Date: 4th April 2011 for 2 working days

Road Name: **North Ash Road, New Ash Green**
Extent: Entire Length
Date: 6th April 2011 for 2 working days
Diversion: Ash Road and Redhill Road

Dartford

Road Name: **Hook Green Road, Southfleet**
Extent: Between Whitehill Road and Warren Road
Date: 23rd March 2011 for 3 working days
Diversion: Dale Road, Station Road, Betsham Road and Highcross Road

Road Name: **Ship Lane, Sutton at Hon**
Extent: Between A225 Main Road and Church Road
Date: 24th March 2011 for 3 working days
Diversion: A225 Main Road, A20 Main Road/London Road, Button Street and Wood Street

Gravesham

Road Name: **Telegraph Hill, Higham**
Extent: Between A226 Gravesend Road and Hermitage Road
Date: 18th March 2011 for 3 working days
Diversion: Hermitage Road, Forge Lane and A226 Gravesend Road

Road Name: **Cerne Road, Gravesend**
Extent: Between St Francis Avenue and Cambria Crescent
Date: 21st March 2011 for 3 working days
Diversion: St Francis Avenue and Cambria Crescent

Road Name: **Pickwick Gardens, Northfleet**
Extent: Between Dene Holm Road and Masefield Road
Date: 22nd March 2011 for 3 working days
Diversion: Masefield Road, Painters Ash Lane and Den Holm Road

Road Name: **Cobhambury Road, Cobham**
Extent: Between The Street and Warren Road
Date: 25th March 2011 for 3 working days
Diversion: The Street, Sole Street, Gold Street, Henley Street and Luddesdown Road

Road Name: **White Horse Lane, Harvel**
Extent: Between Harvel Road and Dean Lane
Date: 25th March 2011 for 2 working days
Diversion: Harvel Street, Harvel Lane and Harvel Road

Road Name: **Shorne Ifield Road, Shorne**
Extent: Between Mill Hill Lane and Thong Lane
Date: 28th March 2011 for 5 working days
Diversion: Crown Lane, Forge Lane, A226 Gravesend Road, A226 Rochester Road and Thong Lane

Road Name: **White Post Lane, Cobham**
Extent: Between Round Street and Copt Hall Road
Date: 30th March 2011 for 3 working days
Diversion: Round Street and Copt Hall Road

Road Name: **Church Lane, Chalk**
Extent: Between A226 Rochester Road and Lower Higham Road
Date: 30th March 2011 for 2 working days
Diversion: Lower Higham Road, Vicarage Lane, Chalk Road and A226 Rochester Road

Road Name: **Jeskyns Road, Cobham**
Extent: Between Sole Street and Round Street
Date: 31st March 2011 for 2 working days
Diversion: Sole Street and Round Street Tonbridge and Malling

Tonbridge and Malling

Road Name: **Swanton Road, West Peckham**
Extent: Between B2016 Sevenmile Lane and Stan Lane
Date: 22nd March 2011 for 5 working days
Diversion: Stan Lane, Mereworth Road and The B2016 Sevenmile Lane

Road Name: **Court Road, Burham**
Extent: Between Bell Lane and Church Street
Date: 27th March 2011 and 3rd April
Diversion: Bell Lane, Rochester Road and Church Street

Road Name: **Roydon Hall Road, East Peckham**
Extent: Between A228 Sevenmile Lane and Park Road
Date: 30th March 2011 for 5 working days
Diversion: Park Road, Old Church Lane and A228 Sevenmile Lane

Road Name: **Roughetts Road, Addington**
Extent: Between Church Road and The Street
Date: 3rd March 2011 and 10th April 2011
Diversion: Woodgate Road, Trottscliffe Road and A20 London Road

Road Name: **Pilgrims Way, Wrotham**
Extent: Between A20 London Road and Nepicar Lane
Date: 8th April 2011 for 3 working days
Diversion: A20 London Road and Nepicar Lane

The purpose of the Order is to facilitate carriageway pre-patching works to be undertaken by Kent Highway Services.

HIGHWAYS - Borough of Tonbridge & Malling

THE KENT COUNTY COUNCIL (BELL LANE, DITTON) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Bell Lane, Ditton on or after Monday 21st February 2011 for a period of up to 1 day or until such works are completed.

The alternative route is via Oak Drive, Maple Close, Laburnum Drive, New Hythe Lane, A20 London Road.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to cleanse gullies, pipe work and empty soakaways. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

(BROADWATER ROAD, EAST MALLING) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Broadwater Road at the railway bridge on or after Sunday 13th March 2011 for a period of up to 1 day or until such works are completed.

The alternative route is via Well Street, Stickens Lane, Clare Lane.

Network Rail apologise for any inconvenience caused by these works, which are necessary for installing an access gate track side. Should you require any further information for these works, the contact is Robert Lupinda of Bam Nuttall Ltd on 01892 512255.

(BLACKMANS LANE, HADLOW) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Blackmans Lane outside Bourne Garth to The Poppars on or after Monday 7th March 2011 for a period of up to 2 days or until such works are completed.

The alternative route is via A26 Tonbridge Road/Hadlow Road, Three Elm Lane.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to install gullies and pipework to prevent flooding. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

(NEW HYTHE LANE & KINGFISHER ROAD, LARKFIELD) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on New Hythe Lane from north side of Fire Station access to a point approximately 50m north of the pedestrian crossing on or after Sunday 27th February 2011 for a period of up to 1 day or until such works are completed. Access to Kingfisher Road will be available via Lunsford Lane only.

The alternative route is via A20 London Road, Lunsford Lane, Leybourne Way, New Hythe Lane.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary for carriageway resurfacing works. Should you require any further information for these works, the contact is Keith Jacobs on 08458 247 800.

(PHILPOT'S LANE, HILDENBOROUGH) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Philpot's Lane, Hildenborough on or after Monday 21st February 2011 for a period of up to 5 working days or until such works are completed.

The alternative route for westbound traffic is via Watt's Cross Road, B245 London Road, Morley's Road, Scabharbour Road, Scabharbour Lane and for eastbound traffic via Coppings Road, Compasses Road, B2027 Peshurst Road, High Street, Hildenborough Road, Rings Hill.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary for carriageway resurfacing works. Should you require any further information for these works, the contact is Robert Seggie on 08458 247 800.

(PIZIEN WELL ROAD, WATERINGBURY) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Pizien Well Road from Old Road to Park Road on or after Monday 7th March 2011 for a period of up to 30 days or until such works are completed.

The alternative route is via Nettlestead Lane, Gibbs Hill, B2015 Maidstone Road/Bow Road, A26 Tonbridge Road.

Kent Highway Services and Southern Gas Networks apologise for any inconvenience caused by these works, which are necessary for cleansing highway drainage, completion of CCTV survey, install a new gully to prevent flooding and gas mains replacement. Should you require any further information for these works, please contact the Drainage Team on 08458 247 800 or John Adsley of SGN on 01233 714082.

(PADDESWORTH ROAD, SNODLAND) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Paddlesworth Road from Paddlesworth Farm to St Benedict Road on or after Tuesday 22nd February 2011 for a period of up to 1 day or until such works are completed.

The alternative route is via Stangate Road, Snodland Road, St Benedict Road.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to cleanse gullies and pipe work. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

(PLAXDALE GREEN ROAD, STANSTED) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Plaxdale Green Road from the junction of Labour In Vain Road for 180 metres northwards on or after Monday 21st February 2011 for a period of up to 19 days or until such works are completed.

The alternative route is via Labour In Vain Road, Tumblefield Road, Plaxdale Green Road.

South East Water apologise for any inconvenience caused by these works, which are necessary to install new pipe work. Should you require any further information for these works, the contact is David Winterburn on 01634 276362.

(SNODLAND ROAD, BIRLING) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Snodland Road, Birling from Langold House eastwards for 50 metres on or after Monday 21st February 2011 for a period of up to 1 week or until such works are completed.

The alternative route is via Stangate Road, Bull Road, Birling Road, Leybourne By-Pass, Castle Way, Malling Road, Hollow Lane.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to replace a culvert to prevent flooding. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

(VICARAGE CLOSE, AYLESFORD) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011
THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Vicarage Close on or after Monday 7th March 2011 for a period of up to 1 week or until such works are completed.

BT Openreach apologise for any inconvenience caused by these works, which are necessary to enable duct installation. Should you require any further information for these works, the contact is Kenton Stewart on 01795 435729.

Katherine Kerswell
Group Managing Director
Kent County Council
County Hall
Maidstone
Kent

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BMW raises eyebrow with revised 1 Series

GERMAN car maker BMW has announced revisions to its 1 Series Coupe and Convertible models.

Both models differentiate themselves from previous incarnations by way of a new front bumper with redesigned fog lights and redesigned headlights with an 'eyebrow' element.

At the rear the lights have also been changed with a more detailed appearance.

The biggest change to ES, SE and Sport models is that they now come fitted with an Aero Curtain – a feature that channels the airflow around the front of the car to

First Drive

by
MATT JOY

BMW 1 Series Coupe and Convertible

reduce aerodynamic drag, thereby increasing efficiency. Wheel arches are one of the main areas of aerodynamic drag and the

Aero Curtain is BMW's innovative solution to reduce this inefficiency.

Derived from race technology, air is routed into two ducts in the front apron which then flows out of a narrow opening at high speed in the wheelarch. This jet of air effectively covers the side of the front wheels like a curtain and thus reduces turbulence.

As a result, CO2 emissions have been lowered throughout the range, with the 118d now rated at 118g/km, while all 2.0-litre petrol versions have CO2 emissions of 155g/km or below.

As with all BMWs, the cars also come with a raft of other EfficientDynamics measures: Auto Start-Stop is fitted to all

petrol and diesel models (excluding versions with automatic transmission), while Diesel Particulate Filters, Brake Energy Regeneration, Electric Power Steering (excluding 135i), Intelligent Alternator Control and Optimum Shift Indicator for manual models are all standard throughout the range.

The new BMW 1 Series Coupe and Convertible go on sale next month, with prices starting from £21,960 on-the-road for the BMW 118d ES Coupe and £24,245 for the 118i ES Convertible.



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9.4%APR			



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Doc & Option fee	60 Monthly Payments	Total Amount Payable	Borrowing Rate
£338	£237.81	£15906.10	4.4%
9.4%APR			



11 Reg Vauxhall Insignia 1.8 Exclusive 5dr
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Front & Side Airbags, Electric Windows & Mirrors,
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Cash Price	Deposit	Amount of Credit	Interest Charges
£15840	£1584	£14256	£2036
Doc & Option fee	60 Monthly Payments	Total Amount Payable	Borrowing Rate
£338	£289.66	£17876	4.4%
9.2%APR			

Cars shown for illustration purposes only. Finance subject to status. Vauxhall Lifetime Warranty covers lifetime ownership of first car owner; 100,000 mile limit, annual check required. The warranty excludes wear & tear and serviceable items and the vehicle must be serviced in accordance with the manufacturer's servicing schedule to continue the lifetime warranty. Terms and conditions apply. Offer available to all Vauxhall passenger cars (this offer does not apply to car derived vans) from 1st August 2010. For more information contact your local Vauxhall Retailer or visit www.vauxhall.co.uk/warranty

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Motability



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Official Government Test Environmental Data – Fuel Consumption Figures mpg (litres/100km): Vauxhall Range: urban 16.6 (17.0) – 61.4 (4.6), extra-urban 32.8 (8.6) – 88.3 (3.2), combined 24.2 (11.7) – 76.3 (3.7), CO2 Emissions 274 – 98 g/km.

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Vehicles shown feature metallic paint at extra cost (Spark, Aveo at £375 and Cruze, Captiva at £410). 5 year warranty up to 100,000 miles, expires whichever occurs first. This offer includes Chevrolet's standard Customer Care Commitment for a 2 year unlimited mileage manufacturer's warranty, and third year manufacturer's warranty with a 60,000 mile limitation. The warranty excludes wear and tear and serviceable items and the vehicle has to be serviced in accordance with the manufacturer's servicing schedule. *Savings shown are against recommended retail price at time of publication. Calls may be recorded and monitored for training purposes. Prices correct at time of press.

Official Government Environment Data. Fuel consumption figures mpg (litres/100km) and CO2 emissions (g/km). Aveo 1.4 LT 5dr: Urban - 35.8 (7.9), Extra-urban - 60.1 (4.7), Combined - 47.9 (5.9). CO2 emissions 140g/km. Captiva 2.0 VCDi LT 5-seat: Urban - 32.1 (8.8), Extra-urban - 45.6 (6.2), Combined - 39.2 (7.2). CO2 emissions 191g/km. Cruze 1.6 S 4dr: Urban - 31.4 (9.0), Extra-urban - 51.4 (5.5), Combined - 41.5 (6.8). CO2 emissions 159g/km. Spark 1.2 LT 5dr: Urban - 42.8 (6.6), Extra-urban - 67.3 (4.2), Combined - 55.4 (5.1). CO2 emissions 119g/km.

0352

Fuel consumption figures for Saab 9-3 Diesel Saloon Range in mpg (litres/100km): Urban 36.7 – 49.6 (7.7 – 5.7), Extra-urban 60.1 – 72.4 (4.7 – 3.9), Combined 48.7 – 62.8 (5.8 – 4.5). CO2 emissions 153 – 119g/km.

Offer available to business users for orders received by 31.03.11. £294 monthly figure is based on a 9-3 Turbo Edition Saloon 1.9TTiD (180PS) Manual on a non-maintenance contract hire package over 36 months, 10,000 contract miles per year. Advance payment equal to 3 monthly payments is payable followed by 35 monthly payments. Excess mileage charge applies if contract mileage is exceeded. For full terms and conditions and specification please refer to the Saab Great Britain Limited Master Agreement and your local dealer. All quotations are subject to availability, status and agreement. Free metallic paint is only available in conjunction with the Saab Great Britain Limited offer and applies to selected models only. Guarantees may be required. Terms are unavailable to existing customers under specific end-user terms with Saab Great Britain Limited. Details correct at time of publication and may vary, eg if list price changes. Saab Great Britain Limited does not offer tax advice to individuals: company car drivers should consult their accountant on their tax position. Contract hire by ALD Automotive Ltd., trading as Saab Contract Hire, Oakwood Park, Lodge Causeway, Fishponds, Bristol BS16 3JA. On the road prices include number plates, delivery, Road Fund Licence, first registration fee and VAT. Excludes fuel and insurance. Model shown is a 9-3 Turbo Edition Saloon 1.9TTiD (180PS) Manual at £23,484.79 OTR with optional metallic paint at £536.17 and TX Design Pack at £607.66. **119g/km CO2 emissions relates to MY11 9-3 manual Saloon engines only and excludes the 1.9TTiD (180PS) Aero model. †Exempt from first years road tax.

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DrivingReview

by
STEVE LOADER

Seat Leon

SPORTY Spanish brand Seat makes one of the best hot hatchbacks in the business – the Leon Cupra.

And I can confirm, the same model range also contains the Ecomotive (from £17,355) one of the leanest, meanest and nicest family hatchbacks around.

Confused?

Well, it does show the schizophrenic mantra chanted across the car industry: “We must make sexy and speedy cars to give our brand a glowing halo but, err, must be seen as responsible and eco-friendly to show our commitment to economy and lower emissions.”

The fact the VW-owned marque manages both with such aplomb is impressive, though the rapid pace of improvement at the greener end of the scale makes you think: “What were the manufacturers thinking of for so long?”

After all, it wasn't eons ago that buying a Seat with squeaky clean economy on a par with the Leon E Ecomotive meant driving a stripped-out version of the previous generation Ibiza supermini – a laudable but hardly pleasurable experience.

Yet Seat now offers equally dazzling eco-performance in a bigger car, which disguises its muesli-knitting, dreamcatcher-hanging, tree-hugging virtues with a comfortable and entertaining drive.

Sadly, we must shoulder much of the blame for the motor industry's previously poor showing on the economy/emissions front: speed and its glamour played the major part in our buy-

Going green and mean in true flamenco style



ing decisions and even if we could not afford or justify something as hot, yet cool, as the Leon Cupra, we would buy a lesser sibling just to enjoy the association.

Having had the global warming wake-up call though, we are now in two minds, hence the contradiction in the Leon line-up, and most of the motor market – VW itself, for instance, still produces a Golf GTI sporting icon, yet the same

model's Bluemotion is an ultra-green paragon.

But does it dazzle like a Leon Ecomotive?

Nah. For the Spanish green machine bears enough resemblance to its flamenco-dancing Cupra sister to seduce the eye; the design remains one of the best ‘five-door coupe’ executions so much in vogue and repeated next month with the arrival of the latest Ford Focus – five years on from the trendsetting Seat.

With its sharply raked rear end and back-door handles cleverly recessed into the rear pillars, the Leon really does look like a coupe.

And while the Ecomotive version is clearly not intended to deliver the same type of driving experience, it is no slouch for an eco-friendly car.

Power comes from a smooth 105PS (102bhp) 1.6-litre turbodiesel that will take it to 60mph in just over 11 seconds – it's no Cupra, but a

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Models shown Ibiza SC Chill 1.4 85PS £9,995 RRP, Leon Sport 1.4TSI £14,710 and the Ibiza SDR Chill 1.4 85PS £10,405 RRP with metallic paint £4,000 RRP. *Reduction equivalent to 20% VAT applied to original base price excluding factory fitted options on new car deliveries taken from 1st February - 31st March 2011. On selected models only. VAT is still applicable and will be shown on the customer invoice. Price shown indicates RRP with the equivalent of no VAT, plus the Road Fund Licence and First Reg Fee. Retail sales only at participating Dealers. Offer may be varied or withdrawn at anytime. For full terms and conditions contact your local dealer or see seat.co.uk. **Low emissions based on CO₂ figures for the SEAT range starting at 92g/km. ***Alloy wheels available on selected models only.

Official fuel consumption for the SEAT range in mpg (litres per 100km); urban 26.4 (10.7) - 67.3 (4.2); extra-urban 42.8 (6.6) - 91.1 (3.1); combined 34.9 (8.1) - 80.7 (3.5). CO₂ emissions 190 - 92 g/km.

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Cupra won't average more than 70mpg and run cleanly enough to allow you to escape road tax.

Amazingly, the Ecomotive also achieves this with a five-speed gearbox – imagine where it would be if it came with a tall sixth ratio for motorway cruising.

Eco performance is boosted by aerodynamic

tweaks to the Leon's already slippery coupe shape and low-rolling resistance tyres, though the latter does little to hamper the car's composure on the bends if pushed hard, underlining the sound and sporty VW Golf-derived chassis.

So this really is an eco motor to buy without giving up very much of anything. And that

goes for cash too, because you will pay a premium of just £300 to buy the Ecomotive version and its eco extras.

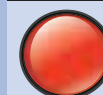
Like all Leons there can be some road/wind noise intrusion and I still can't love the drab dashboard – a stark contrast to the flamboyant exterior – but eco motoring doesn't come more stylish than this.

DrivingPortfolio

SEAT LEON E ECOMOTIVE SE
£18,680

Driving appeal (OUT OF FIVE)	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
How green?	★★★★★
Road tax	£Zero
Best rival	VW Golf BlueMotion

The Verdict



DON'T LIKE:

the dated and Spartan dashboard – too much contrast with exterior.



NOT SURE:

the Ecomotive proposition suits the sporty image that Seat has worked to promote.



REALLY LIKE:

how comfortable this car makes you feel about going green – it's no big sacrifice any more.

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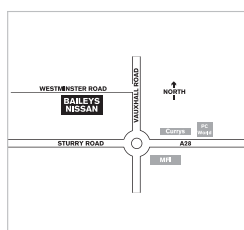
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*Refers to EXTRA URBAN fuel consumption figures – based on Micra 1.2 with manual transmission on a full tank of petrol. †Model shown is Micra 1.2 Tekna manual priced at £12,350 on the road plus optional metallic paint at £400 inc VAT. Information correct at time of going to press. Models subject to availability. Nissan Motor (GB) Ltd, The Rivers Office Park, Denham Way, Rickmansworth, Hertfordshire WD3 9YS.

Fuel consumption figures for Nissan MICRA Range: CO₂ 125-115g/km – URBAN 42.2-46.3mpg/6.7-6.1L/100km – EXTRA URBAN 61.4-65.7mpg/4.6-4.3L/100km – COMBINED 52.3-56.5mpg/5.4-5.0L/100km.



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ONLY £5999



FIESTA	
2010 FORD FIESTA DIESEL HATCH 1.4 TDCI TITANIUM 5DR 11613.04 MILES	£12999
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2010 FORD FIESTA DIESEL HATCH 1.6 TDCI TITANIUM 3DR 10948 MILES	£12499
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2010 FORD FIESTA DIESEL HATCH EDGE	
(2009) 5 DR 1.4 48PS TDCI 9780.74 MILES	£11299
2010 FORD FIESTA HATCH 1.25 EDGE 5DR 7910.116 MILES	£9499
2009 FORD FIESTA HATCH 1.25 STYLE + 5DR (82) 7297.466 MILES	£8799
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2008 FORD FIESTA HATCH 1.25 STYLE 5DR (CLIMATE) 5651.706 MILES	£7999
2007 FORD FIESTA HATCH 1.25 ZETEC 5DR (CLIMATE) 5905 MILES	£8499
2009 FORD FIESTA HATCH 1.4 TITANIUM 5DR AUTO 8652.44 MILES	£9999
2009 FORD FIESTA HATCH 1.4 ZETEC 5DR AUTO 7477.4 MILES	£8999
2010 FORD FIESTA PETROL HATCH EDGE 5 DR 1.25 82PS STAGE V 7750 MILES	£9299
2009 FORD FIESTA PETROL HATCH STYLE + 5 DR 1.25 82PS 7869.786 MILES	£9199
2007 FORD FIESTA PETROL HATCH ZETEC 5DR 1.4 94PS STAGE V 4481 MILES	£5999
2007 FORD FIESTA 1.4 GHIA 5DR 4200 MILES	£5799
FOCUS	
2009 FORD FOCUS COUPE CABRIOLET 2.0 CC-2 2DR 9213.05 MILES	£9999
2010 FORD FOCUS DIESEL ESTATE 2.0 TDCI TITANIUM 5DR 14306 MILES	£14999
2006 FORD FOCUS DIESEL HATCH 1.6 TDCI GHIA 5DR (110) 4650.076 MILES	£5999
2009 FORD FOCUS DIESEL HATCH 1.6 TDCI TITANIUM 5DR (110) 9531.2 MILES	£10999
2010 FORD FOCUS DIESEL HATCH 1.6 TDCI TITANIUM 5DR (110) 13140 MILES	£14499
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2007 FORD FOCUS DIESEL HATCH 1.6 TDCI ZETEC 5DR (110) 8378.814 MILES	£9799
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2006 FORD FOCUS DIESEL HATCH 2.0 TDCI TITANIUM 3DR 6815.51 MILES	£7999
2007 FORD FOCUS HATCH 1.6 LX 5DR 5509.52 MILES	£6499
2008 FORD FOCUS HATCH 1.6 ZETEC 3DR AUTO 6768.76 MILES	£7999
2008 FORD FOCUS HATCH 1.6 ZETEC 3DR AUTO 6768.76 MILES	£7999
2007 FORD FOCUS HATCH 1.8 ZETEC 5DR 6553.3 MILES	£8499
2009 FORD FOCUS PETROL HATCH STYLE 5 DR	£9799
1.6 DURATEC 100 PS STAGE IV (8233.036 MILES	£9799
2009 FORD FOCUS PETROL HATCH TITANIUM	
5 DR 1.6 DURATEC 100 PS STAGE IV 7464.696 MILES	£8899
2008 FORD FOCUS PETROL HATCH ZETEC	
3 DR 1.8 DURATEC FLEXI FUEL 125 PS 4509.4 MILES	£7799
2009 FORD FOCUS PETROL HATCH ZETEC 5 DR	
1.6 DURATEC 100 PS STAGE IV (7166.716 MILES	£8499
2009 FORD FOCUS PETROL HATCH ZETEC 5 DR	
1.6 DURATEC 100 PS STAGE IV (7010.406 MILES	£8299
2009 FORD FOCUS PETROL HATCH ZETEC 5 DR	
1.6 DURATEC 100 PS STAGE IV (7238.946 MILES	£8499
C-MAX	
2007 FORD C-MAX PETROL ESTATE ZETEC (2007)	
5-DR 1.8 DURATEC STG 4 125 PS 6665.65 MILES	£7799
2008 FORD C-MAX PETROL ESTATE ZETEC (2007.5)	
5-DR AUTO 2.0 DURATEC STG 4 145 PS 5413.61 MILES	£6799
FUSION	
2007 FORD FUSION ESTATE 1.6 ZETEC 5DR AUTO (CLIMATE) 4483 MILES	£5999
2007 FORD FUSION PETROL HATCH FUSION + 5-DR 1.6 100PS 5134.85 MILES	£6499
2008 FORD FUSION PETROL HATCH FUSION + 5DR AUTO 1.6 100PS 4902 MILES	£6399
2007 FORD FUSION PETROL HATCH ZETEC 5-DR AUTO 1.6 100PS 5059 MILES	£6299
2007 FORD FUSION PETROL HATCH ZETEC CLIMATE	
5-DR AUTO 1.6 100PS 5264.18 MILES	£6499
2003 FORD FUSION 1.4 TDCI 25DR 2300 MILES	£6499
GALAXY	
2003 FORD GALAXY 1.9 TO ZETEC 5DR (115 PS) 4525 MILES	£6999
2002 FORD GALAXY 1.9 TO ZETEC 5DR (115 PS) 2300 MILES	£3999
MONDEO	
2009 FORD MONDEO DIESEL HATCH	
2.0 TDCI TITANIUM X 5DR 11674.826 MILES	£12999
2007 FORD MONDEO DIESEL HATCH 2.0 TDCI ZETEC 5DR 5913.336 MILES	£7299
2005 FORD MONDEO HATCH 1.8 ZETEC 5DR 3417.226 MILES	£6499
2007 FORD MONDEO HATCH 2.0 ZETEC 5DR 6010.316 MILES	£7299
2007 FORD MONDEO PETROL HATCH EDGE	
5 DR 1.6 DURATEC 125PS 7109.4 MILES	£8499
2006 FORD MONDEO 1.8 LX 5DR 3200 MILES	£6499
2008 FORD MONDEO 1.8 TDCI 100 EDGE 5DR 6656.48 MILES	£7999
2007 FORD MONDEO 2.0 TITANIUM X 5DR 1150 MILES	£
2006 FORD MONDEO LX (2005) ESTATE 1.8i 14V 125PS SIII 4130.25 MILES	£6499
2007 FORD MONDEO TITANIUM X (2007.5)	
ESTATE 2.0 DURATORO TDCI 140PS 7998.9 MILES	£9999
OTHERS	
2007 MAZDA MAZDA6 HATCH 2.0 TS 5DR 5028.5 MILES	£6499
2003 MAZDA PREMACY 2.0 GXE 7 SEAT 5DR 1957.75 MILES	£3699
2007 NISSAN MICRA DIESEL HATCH 1.5 CDTI 86 TEKNA 5DR 4187.98 MILES	£5499
2003 PEUGEOT 206 1.4 HDI STYLE 5DR 1100 MILES	£2999
2007 VAUXHALL ASTRA 1.9 CDTI 16V DESIGN (150) 5DR 6410 MILES	£7799
2002 VAUXHALL CORSA 1.0i 12V LIFE 3DR 1000 MILES	£2499
2009 VAUXHALL CORSA 1.2 16V ACTIVE 5DR 4346.38 MILES	£7699
2002 VOLVO S60 2.0 T SE 4DR AUTO 1750 MILES	£2999
2006 AUDI A3 2.0 T FSI SPORT 3DR D56 6885 MILES	£7999
2005 AUDI A6 3.2 FSI QUATTRO SE 4DR TIP AUTO 7270 MILES	£8499
2007 CITROEN XSARA PICASSO ESTATE 1.6i 16V 125 VTX 5DR 5033.94 MILES	£6499
2005 CITROEN XSARA PICASSO 2.0 HDI DESIRE 2 5DR 2555 MILES	£3999

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2010 (60) MERCEDES-BENZ A CLASS A160 CLASSIC SE SDR HATCH AUTO, MOUNTAIN GREY, 1610 miles	£13,995	
2010 (60) NISSAN CUBE KAZENI SDR HATCH AUTO, WHITE, 1000 miles	£12,995	
2010 (59) FORD FOCUS TITANIUM SDR HATCH AUTO, BLACK, 4000 miles	£12,995	
2010 (10) VAUXHALL CORSA SE SDR HATCH AUTO, BLUE, 1000 miles	£11,495	
2010 (10) VAUXHALL MERIVA DESIGN 16V MPV AUTO, BLUE, 1000 miles	£10,995	
2009 (09) FORD FOCUS ZETEC SDR HATCH AUTO, BLUE, 3000 miles	£10,995	
2010 (10) FORD FUSION TITANIUM SDR HATCH AUTO, BLACK, 1000 miles	£10,995	
2010 (60) PEUGEOT 308 S SDR HATCH AUTO, ABYSS BLUE, 750 miles	£10,995	
2010 (10) RENAULT GRAND MODUS DYNAMIQUE VVT SDR HATCH AUTO, OTTOMON BLUE, 1000 miles	£9,995	
2010 (10) VAUXHALL CORSA SE SDR HATCH AUTO, BLACK, 6000 miles	£9,995	
2010 (10) RENAULT KANGOO EXPRESSION 16V MPV AUTO, BLUE, 1800 miles	£9,995	
2010 (60) RENAULT MODUS GRAND DYNAMIQUE VVT SDR HATCH AUTO, ALUMINIUM SILVER, 250 miles	£9,995	
2010 (10) VAUXHALL CORSA EXCLUSIV AC SDR HATCH AUTO, GOLD, 6000 miles	£9,995	
2009 (59) SUZUKI SWIFT GLX SDR HATCH AUTO, BLUE, 450 miles	£9,495	
2009 (59) NISSAN NOTE VISIA MPV AUTO, GREY, 1800 miles	£8,995	
2009 (09) VAUXHALL AGILA DESIGN SDR HATCH AUTO, BLUE, 5000 miles	£8,995	
2010 (10) FIAT PUNTO EVO DYNAMIC DUALOGIC SDR HATCH AUTO, BLUE, 500 miles	£8,995	
2009 (59) CHEVROLET MATIZ SE SDR HATCH AUTO, ALUMINIUM SILVER, 1100 miles	£6,495	
CONVERTIBLES CABRIOLETS		
2009 (09) MERCEDES-BENZ CLK CLK200 KOMPRESSOR AVANTGARDE CONVERTIBLE AUTO, BLACK, 20000 miles	£23,995	
2009 (08) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, GREY, 11000 miles	£9,995	
2007 (57) PEUGEOT 307 S COUPE CABRIOLET COUPE AUTO, BLACK, 15000 miles	£9,995	
2006 (55) RENAULT MEGANE PRIVILEGE VVT 111 CONVERTIBLE AUTO, BLUE, 14000 miles	£8,995	
2006 (05) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 21000 miles	£7,995	
2005 (05) RENAULT MEGANE DYNAMIQUE VVT 111 COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles	£6,995	
FIESTA		
2010 (60) FORD FIESTA TITANIUM 3DR HATCH AUTO, BLUE, 2000 miles	£11,995	
2007 (57) FORD FIESTA GHIA 16V SDR HATCH AUTO, ALUMINIUM SILVER, 16000 miles	£6,995	
FOCUS HATCH & SALOON		
2010 (59) FORD FOCUS TITANIUM SDR HATCH AUTO, BLACK, 4000 miles	£12,995	
2009 (09) FORD FOCUS ZETEC SDR HATCH AUTO, BLUE, 3000 miles	£10,995	
2008 (58) FORD FOCUS STYLE SDR HATCH AUTO, RED, 3000 miles	£9,995	
2008 (08) FORD FOCUS ZETEC 3DR HATCH AUTO, GREEN, 4000 miles	£8,995	
2008 (57) FORD FOCUS STYLE SDR HATCH AUTO, BLUE, 7000 miles	£7,995	
2007 (57) FORD FOCUS ZETEC CLIMATE 16V SDR HATCH AUTO, ALUMINIUM SILVER, 19000 miles	£6,995	
2005 (55) FORD FOCUS GHIA 16V SDR HATCH AUTO, GREY, 27000 miles	£6,495	
2007 (57) FORD FOCUS ZETEC CLIMATE 16V SDR HATCH AUTO, BLUE, 21000 miles	£6,995	
FOCUS ESTATES		
2007 (57) FORD FOCUS STYLE ESTATE AUTO, GREY, 12000 miles	£6,495	
RENAULT SCENIC		
2009 (59) RENAULT GRAND SCENIC DYNAMIQUE DCI FAP TURBO MPV AUTO, BLUE, 6000 miles	£16,995	
2007 (07) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 T5TR MPV AUTO, BLUE, 9000 miles	£6,995	
2007 (07) RENAULT GRAND SCENIC PRIVILEGE VVT 136 T5TR MPV AUTO, BLUE, 15000 miles	£6,995	
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, RED, 13000 miles	£7,995	
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, GREY, 10000 miles	£7,995	
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, GREY, 26000 miles	£7,995	
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, ALUMINIUM SILVER, 20000 miles	£7,995	
2007 (57) RENAULT SCENIC DYNAMIQUE VVT 111 SSTR MPV AUTO, BLUE, 19000 miles	£6,995	
2006 (56) RENAULT SCENIC DYNAMIQUE VVT 111 SSTR MPV AUTO, ALUMINIUM SILVER, 16000 miles	£6,495	
2004 (54) RENAULT SCENIC DYNAMIQUE 16V MPV AUTO, BLACK, 27000 miles	£5,495	
RENAULT		
2007 (57) RENAULT MEGANE PRIVILEGE VVT 136 CONVERTIBLE AUTO, GOLD, 12000 miles	£10,995	
2010 (10) RENAULT GRAND MODUS DYNAMIQUE VVT SDR HATCH AUTO, OTTOMON BLUE, 1000 miles	£9,995	
2010 (10) RENAULT KANGOO EXPRESSION 16V MPV AUTO, BLUE, 1800 miles	£9,995	
2010 (60) RENAULT MODUS GRAND DYNAMIQUE VVT SDR HATCH AUTO, ALUMINIUM SILVER, 250 miles	£9,995	
2008 (08) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, GREY, 11000 miles	£9,995	
2006 (56) RENAULT MEGANE PRIVILEGE VVT 111 CONVERTIBLE AUTO, BLUE, 14000 miles	£8,995	
2008 (08) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 T5TR MPV AUTO, GREEN, 15000 miles	£8,995	
2006 (56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 21000 miles	£7,995	
2008 (58) RENAULT KANGOO AUTHENTIQUE 16V MPV AUTO, BLUE, 300 miles	£7,995	
2008 (58) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 1500 miles	£7,495	
2005(05) RENAULT MEGANE DYNAMIQUE VVT COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles	£6,995	
2006 (56) RENAULT LAGUNA EXPRESSION SPORT TOURER 16V ESTATE AUTO, GREY, 8000 miles	£6,995	
2007 (57) RENAULT MEGANE PRIVILEGE VVT 111 ESTATE AUTO, ALUMINIUM SILVER, 10000 miles	£6,995	
2008 (08) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 12000 miles	£6,995	
2007 (07) RENAULT CLIO EXPRESSION 16V SDR HATCH AUTO, BLUE, 15000 miles	£6,995	
2005 (05) RENAULT MODUS PRIVILEGE 16V SDR HATCH AUTO, GREEN, 39000 miles	£4,995	
2005 (05) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREEN, 39000 miles	£3,995	
CHEVROLET		
2008 (08) CHEVROLET LACETTI SX SDR HATCH AUTO, BLACK, 6000 miles	£6,995	
2009 (58) CHEVROLET LACETTI SX ESTATE AUTO, BLACK, 9000 miles	£6,995	
2008 (58) CHEVROLET AVEO LT SDR HATCH AUTO, ALUMINIUM SILVER, 999 miles	£6,995	
2009 (09) CHEVROLET LACETTI SX ESTATE AUTO, ALUMINIUM SILVER, 3000 miles	£6,995	
2009 (59) CHEVROLET MATRIZ SE SDR HATCH AUTO, ALUMINIUM SILVER, 1100 miles	£6,495	
2008 (08) CHEVROLET KALOS SX SDR HATCH AUTO, BLUE, 8000 miles	£5,995	
2008 (57) CHEVROLET KALOS SX SDR HATCH AUTO, BLUE, 18000 miles	£5,495	
2006 (56) CHEVROLET LACETTI SX SDR HATCH AUTO, ALUMINIUM SILVER, 15000 miles	£4,995	
2007 (57) CHEVROLET MATRIZ SE SDR HATCH AUTO, BLUE, 2000 miles	£4,995	
2007 (07) CHEVROLET MATRIZ SE SDR HATCH AUTO, ALUMINIUM SILVER, 8000 miles	£4,495	
2007 (07) CHEVROLET MATRIZ SE SDR HATCH AUTO, BLUE, 20000 miles	£4,495	
2007 (07) CHEVROLET MATRIZ SE SDR HATCH AUTO, BLUE, 18000 miles	£4,495	
HYUNDAI		
2010 (10) HYUNDAI I20 COMFORT SDR HATCH AUTO, GREY, 900 miles	£10,495	
2007 (56) HYUNDAI COUPE SIII COUPE AUTO, RED, 4000 miles	£8,995	
2008 (58) HYUNDAI MATRIX COMFORT MPV AUTO, ALUMINIUM SILVER, 10000 miles	£7,495	
2008 (58) HYUNDAI GETZ GSI SDR HATCH AUTO, BLUE, 1000 miles	£6,995	
2008 (08) HYUNDAI MATRIX GSI MPV AUTO, ALUMINIUM SILVER, 12000 miles	£6,495	
2007 (57) HYUNDAI MATRIX GSI SALOON AUTO, BLACK, 12000 miles	£5,995	
2006 (56) HYUNDAI GETZ CDX SDR HATCH AUTO, GREY, 9000 miles	£5,995	
2008 (08) HYUNDAI AMICA CDX SDR HATCH AUTO, GREY, 24000 miles	£5,995	
2007 (57) HYUNDAI ACCENT ATLANTIC LIMITED EDITION 3DR HATCH AUTO, BLACK, 8000 miles	£5,995	
2008 (58) HYUNDAI AMICA CDX SDR HATCH AUTO, GREY, 5000 miles	£5,995	
2008 (08) HYUNDAI AMICA CDX SDR HATCH AUTO, BLUE, 9000 miles	£5,995	
2007 (07) HYUNDAI MATRIX GSI MPV AUTO, BLACK, 15000 miles	£5,495	
2004 (54) HYUNDAI GETZ GSI SDR HATCH AUTO, ALUMINIUM SILVER, 8000 miles	£3,995	

KIA		
2009 (09) KIA CEED GS SDR HATCH AUTO, BLUE, 9000 miles	£8,995	
2007 (57) KIA RIO ICE SDR HATCH AUTO, BLUE, 9000 miles	£5,495	
DAIHATSU		
2008 (08) DAHATSU SIRION SE SDR HATCH AUTO, BLUE, 13000 miles	£7,995	
2008 (08) DAHATSU SIRION SE SDR HATCH AUTO, BLUE, 8000 miles	£7,995	
2007 (57) DAHATSU SIRION SE SDR HATCH AUTO, ALUMINIUM SILVER, 9000 miles	£7,495	
2007 (07) DAHATSU SIRION 16V SDR HATCH AUTO, ALUMINIUM SILVER, 20000 miles	£6,995	
2007 (07) DAHATSU SIRION SE SDR HATCH AUTO, BLACK, 16000 miles	£6,995	
FIAT		
2010 (10) FIAT PUNTO EVO DYNAMIC DUALOGIC SDR HATCH AUTO, BLUE, 500 miles	£8,995	
2007 (56) FIAT PANDA ELEGANZA SDR HATCH AUTO, BLUE, 25000 miles	£4,995	
FUSION		
2010 (10) FORD FUSION TITANIUM SDR HATCH AUTO, BLACK, 1000 miles	£10,995	
2009 (59) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, BLUE, 12000 miles	£9,995	
2008 (08) FORD FUSION FUSION+ SDR HATCH AUTO, BLACK, 13000 miles	£7,995	
2009 (09) FORD FUSION FUSION+ SDR HATCH AUTO, GREY, 16000 miles	£7,495	
CITROEN		
2007 (57) CITROEN C3 SX 16V SDR HATCH AUTO, DIABLO RED, 13000 miles	£5,995	
CORSA		
2010 (10) VAUXHALL CORSA SE SDR HATCH AUTO, BLUE, 1000 miles	£11,495	
2010 (10) VAUXHALL CORSA EXCLUSIV AC SDR HATCH AUTO, GOLD, 6000 miles	£9,995	
2010 (10) VAUXHALL CORSA SE SDR HATCH AUTO, BLACK, 6000 miles	£9,995	
2009 (59) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, BLUE, 750 miles	£9,495	
2009 (58) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, BLACK, 11000 miles	£8,995	
2009 (09) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, ULTRA BLUE, 4000 miles	£8,995	
2009 (58) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, BLUE, 12000 miles	£8,995	
2008 (58) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, BLACK, 9000 miles	£8,495	
2008 (58) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, BLUE, 5000 miles	£8,495	
2008 (58) VAUXHALL AGILA CLUB MPV AUTO, ALUMINIUM SILVER, 3000 miles	£7,995	
2007 (57) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, GOLD, 5000 miles	£7,495	
2005 (54) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, RED, 4000 miles	£5,495	
2003 (53) VAUXHALL CORSA ELEGANCE 16V SDR HATCH AUTO, RED, 26000 miles	£3,995	
MAZDA		
2008 (58) MAZDA 3 3 TAKARA SDR HATCH AUTO, RED, 5000 miles	£9,995	
2007 (57) MAZDA 3 3 TS SDR HATCH AUTO, GREY, 8000 miles	£8,995	
2006 (56) MAZDA 6 6 TS SDR HATCH AUTO, GREY, 21000 miles	£7,995	
2007 (57) MAZDA 2 2 CAPELLA SDR HATCH AUTO, ALUMINIUM SILVER, 15000 miles	£6,495	
2007 (56) MAZDA 2 2 SDR HATCH AUTO, BLUE, 17000 miles	£5,995	
SUZUKI		
2009 (09) SUZUKI GRAND VITARA X-EC ESTATE AUTO, GREY, 5000 miles	£14,995	
2009 (8) SUZUKI GRAND VITARA 16V ESTATE AUTO 4x4, BLUE, 13000 miles	£12,995	
2009 (59) SUZUKI SWIFT GLX SDR HATCH AUTO, BLUE, 450 miles	£9,495	
2009 (59) SUZUKI SWIFT GLX SDR HATCH AUTO, BLUE, 500 miles	£8,995	
TOYOTA		
2007 (57) TOYOTA PRIUS 1.8 SPIRIT VVT-1 SDR HATCH, ALUMINIUM SILVER, 8000 miles	£12,995	
2007 (57) TOYOTA AURIS 1.8 SPIRIT VVT-1 MM SDR HATCH AUTO, BLUE, 14000 miles	£8,995	
2007 (07) TOYOTA COROLLA 1.8 VVT-1 SDR HATCH AUTO, ALUMINIUM SILVER, 9000 miles	£8,995	
2007 (07) TOYOTA AURIS 1.8 VVT-1 MM SDR HATCH AUTO, ALUMINIUM SILVER, 17000 miles	£8,995	
2007 (56) TOYOTA COROLLA 1.8 VVT-1 SDR HATCH AUTO, IXION BLUE, 13000 miles	£7,995	
2008 (08) TOYOTA YARIS 1.8 VVT-1 SDR HATCH AUTO, VENETIAN SILVER, 14000 miles	£7,995	
2005 (05) TOYOTA YARIS VERSO 1.8 SPIRIT VVT-1 MPV AUTO, CHAMPAGNE, 9000 miles	£7,995	
2005 (54) TOYOTA YARIS VERSO 1.8 SPIRIT VVT-1 MPV AUTO, ALUMINIUM SILVER, 9000 miles	£7,495	
2005 (05) TOYOTA YARIS 1.8 SPIRIT VVT-1 SDR HATCH AUTO, BLACK, 5000 miles	£7,495	
2004 (54) TOYOTA YARIS 1.8 SPIRIT VVT-1 SDR HATCH AUTO, BLUE, 13000 miles	£6,995	
2005 (05) TOYOTA YARIS 1.8 SPIRIT VVT-1 SDR HATCH AUTO, BLACK, 12000 miles	£6,995	
2007 (07) TOYOTA YARIS 1.8 SPIRIT VVT-1 SDR HATCH AUTO, ALUMINIUM SILVER, 21000 miles	£6,995	
2005 (55) TOYOTA YARIS 1.8 SPIRIT VVT-1 SDR HATCH AUTO, CRYSTAL SILVER, 5000 miles	£6,995	
2004(54) TOYOTA YARIS 1.8 SPIRIT VVT-1 SDR HATCH AUTO, ALUMINIUM SILVER, 1750 miles	£6,995	
2005 (M) TOYOTA YARIS VERSO 1.8 VVT-1 MPV AUTO, CHAMPAGNE, 25000 miles	£6,495	
2004 (04) TOYOTA YARIS 1.8 SPIRIT VVT-1 SDR HATCH AUTO, CRYSTAL SILVER, 6000 miles	£6,295	
2004 (04) TOYOTA YARIS 1.8 SPIRIT VVT-1 SDR HATCH, BLACK, 25000 miles	£5,495	
NISSAN		
2010 (10) NISSAN QASHQAI TEKNA SDR HATCH, ALUMINIUM SILVER, 10000 miles	£19,995	
2008 (58) NISSAN QASHQAI TEKNA 4WD SDR TD HATCH AUTO 4x4, CAFFE LATTE, 11000 miles	£19,995	
2009 (59) NISSAN QASHQAI N-TEC SDR 4WD HATCH 4x4, BLACK, 2000 miles	£18,995	
2009 (09) NISSAN QASHQAI TEKNA SDR HATCH AUTO, ALUMINIUM SILVER, 8000 miles	£17,995	
2010 (10) NISSAN QASHQAI ACENTA SDR HATCH AUTO, ALUMINIUM SILVER, 4000 miles	£17,995	
2009 (09) NISSAN QASHQAI ACENTA SDR HATCH AUTO, BLACK, 9000 miles	£15,995	
2007 (57) NISSAN QASHQAI ACENTA SDR HATCH, CAFFE LATTE, 19000 miles	£12,995	
2010 (60) NISSAN CUBE KAZENI SDR HATCH AUTO, WHITE, 1000 miles	£12,995	
2007 (07) NISSAN QASHQAI VISIA SDR HATCH AUTO, ALUMINIUM SILVER, 24000 miles	£10,995	
2009 (59) NISSAN NOTE VISIA MPV AUTO, GREY, 1800 miles	£8,995	
2009 (59) NISSAN MICRA ACENTA SDR HATCH AUTO, RED, 7000 miles	£8,495	
2009 (59) NISSAN MICRA ACENTA SDR HATCH AUTO, BLACK, 8000 miles	£8,495	
2007 (57) NISSAN MICRA SPIRITA SDR HATCH AUTO, RED, 18000 miles	£6,995	
2007 (57) NISSAN MICRA ACENTA SDR HATCH AUTO, BLUE, 15000 miles	£6,995	
2007 (57) NISSAN MICRA ACENTA PLUS SDR HATCH AUTO, BLUE, 12000 miles	£6,995	
2010 (59) NISSAN PIXO N-TEC SDR HATCH AUTO, BLUE, 3000 miles	£6,995	
2007 (57) NISSAN MICRA SPIRITA SDR HATCH AUTO, RED, 11000 miles	£6,495	
2006 (56) NISSAN MICRA SPIRITA SDR HATCH AUTO, BLUE, 15000 miles	£5,995	
2005 (05) NISSAN ALMERA S SDR HATCH AUTO, BLUE, 11000 miles	£4,995	
2004 (04) NISSAN MICRA S SDR HATCH AUTO, ARUBA BLUE, 12000 miles	£4,495	
2002 (02) NISSAN MICRA S SDR HATCH, WHITE, 10000 miles	£2,995	
ASTRA HATCHBACKS		
2010 (10) VAUXHALL ASTRA ELITE SDR HATCH AUTO, GREEN, 950 miles	£15,995	
2010 (10) VAUXHALL ASTRA EXCLUSIV SDR HATCH AUTO, BLACK, 6000 miles	£9,995	
2010 (59) VAUXHALL ASTRA DESIGN 16V 4DR HATCH AUTO, ALUMINIUM SILVER, 12000 miles	£9,495	
2009 (59) VAUXHALL ASTRA DESIGN 16V SDR HATCH AUTO, GREY, 5000 miles	£9,495	
2009 (09) VAUXHALL ASTRA DESIGN 16V 4DR HATCH AUTO, ALUMINIUM SILVER, 14000 miles	£8,995	
2009 (58) VAUXHALL ASTRA DESIGN 16V 4DR HATCH AUTO, BLACK, 8000 miles	£8,495	
2009 (59) VAUXHALL ASTRA LIFE AC SDR HATCH AUTO, GREEN, 2000 miles	£7,995	
2007 (57) VAUXHALL ASTRA DESIGN 16V 4DR HATCH AUTO, BLACK, 19000 miles	£6,995	
2008 (58) VAUXHALL ASTRA LIFE AC 16V 4DR HATCH AUTO, BLUE, 11000 miles	£6,995	
2007 (57) VAUXHALL ASTRA DESIGN 16V 4DR HATCH AUTO, TURQUOISE, 20000 miles	£6,995	
2008 (08) VAUXHALL ASTRA LIFE AC 16V 4DR HATCH AUTO, BEIGE/BUFF, 14000 miles	£6,495	
2007 (57) VAUXHALL ASTRA LIFE AC 16V 4DR HATCH AUTO, BLUE, 17000 miles	£5,995	

ASTRA ESTATES		
2008 (58) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 8000 miles		£7.995
2008 (08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, SILVER, 14000 miles		£6.995
2007 (57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, PANNACOTTA, 15000 miles		£6.995
2007 (57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, BLUE, 14000 miles		£6.995
2008 (08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 12000 miles		£6.995
2006 (56) VAUXHALL ASTRA DESIGN 16V ESTATE AUTO, PANNACOTTA, 16000 miles		£6.495
2006 (56) VAUXHALL ASTRA LIFE AC 16V ESTATE AUTO, BLACK, 11000 miles		£5.995
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2009 (09) VAUXHALL ZAFIRA EXCLUSIV CDTI TD MPV AUTO, GREEN, 7000 miles		£12.995
2010 (10) VAUXHALL MERIVA DESIGN 16V MPV AUTO, BLUE, 1000 miles		£10.995
2008 (08) VAUXHALL ZAFIRA DESIGN DIRECT MPV AUTO, BLUE, 850 miles		£10.995
2008 (08) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, ALUMINIUM SILVER, 12000 miles		£8.995
2009 (09) VAUXHALL AGILA DESIGN SDR HATCH AUTO, BLUE, 5000 miles		£8.995
2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV, ALUMINIUM SILVER, 14000 miles		£7.995
2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, CHAMPAGNE, 4000 miles		£7.995
2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, TURQUOISE, 13000 miles		£7.995
2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, BLUE, 9000 miles		£7.995
2008 (08) VAUXHALL AGILA CLUB MPV AUTO, ALUMINIUM SILVER, 3000 miles		£7.495
2008 (08) VAUXHALL MERIVA LIFE 16V MPV AUTO, BLUE, 19000 miles		£7.495
2008 (58) CHEVROLET MATIZ SE SDR HATCH AUTO, GREEN, 7000 miles		£5.995
2004 (54) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, ALUMINIUM SILVER, 78000 miles		£3.995
CHRYSLER		
2007 (57) CHRYSLER PT CRUISER LIMITED SDR HATCH AUTO, ALUMINIUM SILVER, 13000 miles		£6.995
PEUGEOT		
2010 (10) PEUGEOT 308 S SDR HATCH AUTO, ABYSS BLUE, 750 miles		£10.995
2010 (10) PEUGEOT 308 S SDR HATCH AUTO, ALUMINIUM SILVER, 6000 miles		£9.995
2007 (57) PEUGEOT 307 S COUPE CABRIOLET COUPE AUTO, ALUMINIUM SILVER, 8000 miles		£9.995
2007 (57) PEUGEOT 307 S COUPE CABRIOLET COUPE AUTO, BLACK, 15000 miles		£9.995
2008 (08) PEUGEOT 307 SW SE ESTATE AUTO, ALUMINIUM SILVER, 8000 miles		£8.995
2007 (57) PEUGEOT 207 SPORT SDR HATCH AUTO, BLUE, 2000 miles		£7.995
2009 (59) PEUGEOT 207 S 16V SDR HATCH AUTO, BLUE, 6000 miles		£7.995
2007 (57) PEUGEOT 307 S SDR HATCH, BLACK, 18000 miles		£6.995
2007 (57) PEUGEOT 206 LOOK SDR HATCH AUTO, GREY, 2000 miles		£6.995
2007 (07) PEUGEOT 307 S SDR HATCH AUTO, RED, 17000 miles		£6.495
2007 (07) PEUGEOT 107 URBAN 2-TRONIC SDR HATCH AUTO, BLUE, 4000 miles		£5.495
MITSUBISHI		
2007 (57) MITSUBISHI LANCER ELEGANCE ESTATE AUTO, GREY, 19000 miles		£6.995
HONDA		
2007 (07) HONDA CR-V i-VTEC SE SDR HATCH AUTO 4x4, GREY, 24000 miles		£17.995
2007 (07) HONDA CR-V i-VTEC SE SDR HATCH AUTO 4x4, GREY, 15000 miles		£15.995
2009 (59) HONDA CR-V i-VTEC SE ESTATE AUTO 4x4, BLACK, 26000 miles		£11.995
2009 (59) HONDA JAZZ DSI SE SDR HATCH AUTO, BLACK, 6000 miles		£10.995
2009 (09) HONDA JAZZ DSI SE SDR HATCH AUTO, RED, 3000 miles		£10.995
2008 (58) HONDA JAZZ DSI SE SDR HATCH AUTO, BLACK, 9000 miles		£10.495
2007 (07) HONDA JAZZ DSI SE SDR HATCH AUTO, RED, 8000 miles		£8.995
2004 (54) HONDA JAZZ DSI SE SDR HATCH, BLUE, 18000 miles		£6.495
2004 (54) HONDA JAZZ DSI SE SDR HATCH AUTO, BLUE, 33000 miles		£5.995
2003 (03) HONDA CIVIC SE EXECUTIVE SDR HATCH AUTO, ALUMINIUM SILVER, 49000 miles		£4.995
MERCEDES		
2009 (09) MERCEDES-BENZ CLK CLK200 KOMPRESSIONER AVANTGARDE CONVERTIBLE AUTO, BLACK, 20000 miles		£23.995
2007 (57) MERCEDES-BENZ C CLASS C180K AVANTGARDE SE SALOON AUTO, CUBANITE SILVER, 23000 miles		£13.995
2006 (56) MERCEDES-BENZ C CLASS A170 AVANTGARDE SE SDR HATCH AUTO, BLACK, 16000 miles		£11.995
2010 (10) MERCEDES-BENZ C CLASS A160 CLASSIC SE SDR HATCH AUTO, MOUNTAIN GREY, 1610 miles		£13.995
2008 (58) MERCEDES-BENZ C CLASS A150 CLASSIC SE LWB SDR HATCH AUTO, BLACK, 6000 miles		£10.995
2007 (57) MERCEDES-BENZ C CLASS A150 CLASSIC SE SDR HATCH AUTO, BLUE, 5000 miles		£9.995
2007 (57) MERCEDES-BENZ C CLASS A150 CLASSIC SE SDR HATCH AUTO, ALUMINIUM SILVER, 6000 miles		£9.995
2006 (56) MERCEDES-BENZ C CLASS A150 CLASSIC SE SDR HATCH AUTO, GREY, 12000 miles		£8.995
2002 (02) MERCEDES-BENZ SLK SLK230 KOMPRESSIONER CONVERTIBLE AUTO, ALUMINIUM SILVER, 38000 miles		£7.995
VOLKSWAGEN		
2008 (57) VOLKSWAGEN GOLF MATCH FSI 115 SDR HATCH AUTO, BLACK, 17000 miles		£11.995
2007 (07) VOLKSWAGEN GOLF S SDR HATCH AUTO, GREY, 17000 miles		£9.995
2006 (06) VOLKSWAGEN GOLF SE SDR HATCH AUTO, GREY, 5000 miles		£8.995
2007 (57) VOLKSWAGEN GOLF S SDR HATCH AUTO, BLACK, 16000 miles		£9.995
2007 (57) VOLKSWAGEN JETTA S TDI TD SALOON AUTO, ALUMINIUM SILVER, 19000 miles		£9.995
2007 (57) VOLKSWAGEN POLO S (80BPH) SDR HATCH AUTO, ALUMINIUM SILVER, 1400 miles		£8.995
2008 (58) VOLKSWAGEN POLO MATCH 3DR AUTO, BLACK, 12000 miles		£8.995
2007 (57) VOLKSWAGEN POLO S (80BPH) SDR HATCH AUTO, BLACK, 18000 miles		£7.995
2007 (07) VOLKSWAGEN POLO S SDR HATCH AUTO, GREY, 13000 miles		£7.995
2007 (07) VOLKSWAGEN POLO S 3DR HATCH AUTO, REFLEX SILVER, 16000 miles		£7.495
2007 (07) VOLKSWAGEN POLO S 3DR HATCH AUTO, BLACK, 22000 miles		£6.995
2003 (53) VOLKSWAGEN GOLF SE SDR HATCH AUTO, BLACK, 54000 miles		£4.995
DIESEL AUTOMATICS		
2008 (58) NISSAN QASHQAI TEKNA 4WD SDR TD HATCH AUTO 4x4, CAFFE LATTE, 11000 miles		£19.995
2009 (09) RENAULT GRAND SCENIC DYNAMIQUE DCI FAP TURBO MPV AUTO, BLUE, 6000 miles		£16.995
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MORRIS'S MANUAL CARS		
2006 (06) JAGUAR X-TYPE S D TD SALOON, RED, 72000 miles		£7.995
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2008 (58) HYPUNDA MATRIX CLASSIC MPV AUTO, BLACK, 8000 miles		£5.995
2009 (09) RENAULT TWINGO DYNAMIQUE 3DR HATCH, ORANGE, 35000 miles		£6.495
2004 (54) TOYOTA YARIS T SPIRIT VT4 SDR HATCH, BLACK, 25000 miles		£5.495
2006 (56) VAUXHALL CORSA DESIGN 16V TWINPORT 3DR HATCH, ALUMINIUM SILVER, 2000 miles		£5.495
2007 (07) FIAT PANDA DYNAMIC SDR HATCH, GREY, 8000 miles		£4.995
2007 (07) KIA PICANTO LS SDR HATCH, BLUE, 17000 miles		£4.995
2003 (03) PEUGEOT 206 CC SILVER COUPE, ALUMINIUM SILVER, 27000 miles		£4.695
2005 (05) NISSAN MICRA S SDR HATCH, BLACK, 21000 miles		£3.995
2005 (05) VAUXHALL AGILA ENJOY 16V TWINPORT MPV, GOLD, 20000 miles		£3.995
2003 (53) FORD FOCUS GHIA SDR HATCH, ALUMINIUM SILVER, 44000 miles		£3.995
2004 (54) PEUGEOT 206 SE SDR HATCH, MOONSTONE SILVER, 36000 miles		£3.995
2001 (51) SKODA FABIA CLASSIC SDR HATCH, YELLOW, 54000 miles		£2.495
SKODA		
2008(58) SKODA ROOMSTER 2 16V MPV AUTO, BLUE, 8000 miles		£8.995



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2009 (08) C3 1.4i CACHET 5 door	£6,995
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CITROËN NEW C3

2010 (10) NEW C3 1.4i 75hp VTR+	£9,995
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2009 (09) NEW C3 1.4 Vti 95hp EXCLUSIVE	£10,995
Botticelli Blue, 17 inch Sonneberg Alloy wheels	
2010 (10) NEW C3 1.4HDi 70hp VTR+	£11,995
Thorium Grey, air conditioning, ABS, radio/CD player	

CITROËN C3 PICASSO

2010 (10) C3 PICASSO 1.6HDi VTR+	£11,995
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CITROËN DS3

2010 (10) DS3 1.4 DSign	£10,495
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2010 (09) DS3 1.6i 16V DSport 150hp	£13,995
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2010 (10) DS3 1.6HDi 90hp DStyle	£13,495
Sport yellow with black roof, 17" black alloy wheels, city signature pack including rear parking sensors, armrest, climate control, light sensitive headlamps, rain sensitive wipers, folding mirrors etc	

CITROËN C3

2009 (09) C4 1.6i 16V COOL COUPE	£8,995
Arctic Steel, climate control, ABS, alloy wheels	
2009 (09) C4 1.6HDi 92hp LOEB COUPE	£10,995
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2006 (05) C4 2.0i 16V 180bhp VTS Coupe	£5,995
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2008 (08) C4 1.6i 16V COOL 5 door	£6,995
Arctic Steel, air conditioning, ABS, radio/CD player	

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2010 (10) NEMO MULTISPACE 1.4i	£8,995
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2006 (06) BERLINGO MULTISPACE 1.4i Forte	£5,295
Iron Grey, power steering, remote control central locking	
2009 (08) BERLINGO MULTISPACE	£7,995
1.6i 16V 90hp VTR Passion Red, power steering	

CITROËN C4 PICASSO

2009 (08) C4 PICASSO 1.6HDi 110hp VTR+	£10,995
Tivoli Blue with air conditioning, alloy wheels, ABS	

CITROËN GRAND C4 PICASSO

2010 (10) GRAND C4 PICASSO 1.6HDi 110hp	£15,995
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CITROËN C5

2010 (10) C5 1.6HDi 110hp VTR+ Sat Nav	£15,995
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2009 (09) C5 2.2HDi 16V 173hp VTR+	£14,995
4 door, Deep Red, air conditioning, alloy wheels	
2010 (10) C5 1.6HDi 110hp VTR+ Navi	£17,995
TOURER, Black, sat nav, air conditioning	

CITROËN C6

2009 (09) C6 2.7HDi V6 Lignage Auto 4 door	£15,995
Deep Red with alcantara Grey upholstery, alloy wheels	
2010 (10) C6 2.2HDi EXCLUSIVE Auto	£19,995
4 door Iron Grey with leather upholstery, sat nav 1 Owner	

CITROËN C-CROSSER

2010 (10) C-Crosser 2.2HDi Auto	£22,995
EXCLUSIVE 4x4 Black with black leather seats, sat nav	

CITROËN VANS

2010 (10) BERLINGO 1st VAN 1.6HDi 75hp	£7,995^{VAT}
Polar White with near side sliding door, power steering	
2010 (10) Dispatch 1.6HDi L1H1 1000 90hp	£11,250^{VAT}
Pacific Blue with sliding doors both sides, 3 seater	

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**2006/06
VAUXHALL
ASTRAL
1.6 CLUB,
5 DOOR
HATCHBACK**

In panacotter silver metallic with contrasting dark grey cloth interior, air conditioning, abs, multi air bag protection, coded stereo with CD player, multi function steering wheel, 2 remote control central locking/alarm and immobiliser, electric windows, electric wing mirrors with full service history and only one owner from new offered at only **£4,995**



**2006/55
PLATE NEW
VAUXHALL
ZAFIRA 1.6
ACTIVE 7
SEATER**

In ocean blue metallic with contrasting black cloth interior, air conditioning, electric windows, alloy wheels, remote control, central locking, 7 seats, CD in car entertainment system, drivers seat height adjustments electric adjustable door mirrors, multi function steering wheel, multi air bag protection system, this car is the latest shape, one owner from new with only 21,000 miles and a full service history **£5,995**



**2004/54
PLATE
VOLKSWAGEN
BEETLE Tdi
DIESEL 3
DOOR**

In starburst metallic silver with contrasting black cloth interior, air conditioning, heated front seats front fog lights electric windows, electric adjustable door mirrors, rear parking sensors, CD in car entertainment system, multi air bag protection system, front height adjustable seats, front arrest, this car offers great fuel economy and a real pleasure to drive **£5,995**



**2002/02
PLATE
VOLKSWAGEN
PASSAT 2.0
SE AUTO 4
DOOR**

In metallic charcoal grey with contrasting black cloth interior-air conditioning-electric windows-remote control central locking-alloy wheels-c/d in-car entertainment system-electric adjustable door mirrors-drivers seat height adjustment-multiple air bag protection system-this car offers great value for money and has a full service history. **£3,495**



**2005/05
PLATE
PEUGEOT 407
DIESEL 2.0
Hdi S
4 DOOR**

In ice blue metallic with contrasting dark grey interior, 6 speed gearbox, electric windows, air conditioning, remote central locking, CD in car entertainment system, front fog lights, multi air bag protection system, electric adjustable door mirrors, drivers seat height adjustment, this car offers great fuel economy and good value for money **£4,495**



**2002/02
PLATE
CITRON
XSARA
PICASSO 1.6
SX 5 DOOR**

In midnight black with contrasting dark grey cloth interior, air conditioning, power steering central locking, electric windows, multi function steering wheel, electric adjustable door mirrors, front fog lights, CD in car entertainment system, drivers seat height adjustment, multi air bag protection system, rear passenger tables, underfloor storage compartments, front armrests. this family car offers great value for money and lots of space **£2,995**



**2003/53
RENAULT
ESPACE 2.2
DIESEL
INITIAL 7
SEATER**

In magenta red with contrasting and leather/velours interior, air conditioning/climate control, factory fit satellite navigation, full panoramic glass sunroof, remote control stereo and CD multi changer, electric/memory seats, abs, all round air bag protection, rear park distance control, new card start ignition system with remote control central locking/alarm and immobiliser, abs, automatic traction control, electric retractable wing mirrors, rear blinds, an absolutely stunning 7 seater with lots and lots of extras, the highest spec you can get with more than enough space, full service history, be quick, this is priced to sell at only **£5,995**



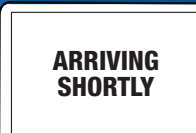
**2005/55
PLATE
VAUXHALL
ASTRA CLUB
1.8 AUTO
5 DOOR**

In metallic midnight black with contrasting black cloth interior, air conditioning, electric windows, remote control central locking, rear parking sensors, alloy wheels, drivers seat height adjustment, electric adjustable door mirrors, multi function steering wheel, c/d in-car entertainment system-multi air bag protection system, this would make a great family car and being automatic is a rare find. **£4,495**



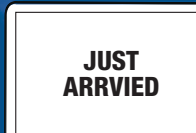
**2005/05
PLATE
PEUGEOT 206
1.1 ZEST
3 DOOR**

In starburst metallic silver with contrasting dark grey cloth interior electric windows front fog lights drivers seat height adjustment c/d in-car entertainment system alloy wheels multiple air bag protection system remote control central locking-power steering this car is in great condition and being a low insurance group would make a good first car or family round about. **£3,495**



**2007/07 PLATE
FORD FOCUS
1.6 ZETEC
CLIMATE
5 DOOR**

In ocean blue metallic with contrasting black cloth interior air conditioning alloy wheels remote control central locking electric windows-front fog lights-drivers seat height adjustment c/d in car entertainment system multiple air bag protection system electric adjustable door mirrors-this car is one owner from new with a full service history and offers great value for money at only **£6,495**



**2003/03
PLATE
CITROEN
XSARA
PICASSO 1.6
SX 5 DOOR**

In starburst silver with contrasting dark blue cloth interior air conditioning power steering remote control central locking electric windows multifunction steering wheel electric adjustable door mirrors front fog lights c/d in car entertainment system drivers seat height adjustment-multiple air bag protection system rear passenger tables-underfloor storage compartments-front armrests this family car offers great value for money and lots of space. **£3,495**

PART EXCHANGES - NO SENSIBLE OFFERS REFUSED ON PART EXCHANGES

W REG HONDA ACCORD 2.0 VTEC SE, 5 door, green metallic, a/c, e/s/roof, e/windows, stereo, CD, pas, long mot and taxed	£3,995
T REG CITROEN XANTIA 2.0 AUTO ESTATE, met blue, full black leather interior, air con, electric windows, pas, in car entertainment, mot and taxed	£3,995
2000 (X) VW GOLF 1.6 SE, 5 door in racing green metallic, air conditioning, electric windows, remote control central locking, heated front seats, in car entertainment system, taxed and mot	£1,995
P REG/1987 MAZDA 323 1.5 L4i 5 door in metallic red, alloy wheels, power steering, electric windows, this car has a mot and is taxed	£395
T REG/1999 MERCEDES C200 SPORT 4 DOOR SALOON-BRIGHT RED WITH CONTRASTING BLACK CLOTH INTERIOR- AIR CON-ELECTRIC WINDOWS-NEW MOT-ALLOY WHEELS-THIS CAR LOOKS GREAT AND IS GOOD VALUE FOR MONEY	£1,495



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Finished in Dynamic Blue with a Grey Cloth interior, 9,500 miles. £6,995

07 Plate. Skoda Fabia 2 1.2 HTP 12V (70 BHP) 5-Dr Hatchback

Finished in Brilliant Silver Metallic, 22,500 miles. £6,995

58 Plate. Skoda Octavia 2.0 TDI PD Elegance 5-Dr Hatchback

Finished in Black Magic Pearlescent with a Black Leather interior, 18,500 miles. £13,995

58 Plate. Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles. £6,495

57 Plate. Skoda Fabia 1.2 HTP Classic 5-Dr Estate

Finished in Graphite Grey Metallic with a Black Cloth interior, 39,500 miles. £5,995

56 Plate. Skoda Fabia 1.4 16V Ambiente 5-Dr Hatchback

Finished in Beige Metallic with a Black Cloth interior, 48,700 miles. £4,995

Other Makes

05 Plate. BMW 3 Series 2.5 325Ci Sport 2-Dr Convertible

Finished in Imola Red, 31,500 miles. £12,995

08 Plate. Volvo C30 2.4i SE 2-Dr Coupe

Finished in Electric Silver, 14,053 miles. £12,495

59 Plate. Seat Leon 1.9 TDi S Emocion 5-Door Hatchback

Finished in Red Metallic with a Black Cloth interior, 11,300 miles. £11,995 **£10,995 OFFER**

58 Plate. Fiat 500 1.3 MultiJet Sport 3-Dr Hatchback

Finished in Pasodoble Red with a Grey Velour - Leather interior, 27,100 miles. £9,795 **£8,995 OFFER**

51 Plate. BMW 3 Series 2.5 325Ci 2-Dr Convertible Automatic

Finished in Titanium Silver Metallic with a Grey Leather interior, 44,300 miles. £8,995 **£8,495 OFFER**

06 Plate. Toyota Yaris 1.3 VVT-i T3 5-Dr

Finished in Eclipse Black, 32,500 miles. £5,995

04 Plate. Honda Civic 2.0 Type S 5-Dr Hatchback

Finished in Nighthawk Black, 48,500 miles. £5,795

04 Plate. Ford Galaxy 1.9 TDi Zetec (115 PS) 5-Door MPV

Finished in Black Metallic with a Black Cloth interior, 10,510 miles. £5,795

56 Plate. Honda Jazz 1.4i-DSI SE 5-Door Hatchback

Finished in Ice Blue Metallic with a Black Cloth interior, 21,135 miles. £5,795

08 Plate. Ford Ka 1.3 Zetec Climate 3-Door Hatchback

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10 10 SEAT Leon 1.9 TDi S 90 5-door Hatchback in Luna Grey. 2,500 miles. Was: £15,590 **Now: £12,795** Save £2,795!
10 10 SEAT Leon 1.9 TDi S 5-door Hatchback in Nayara Blue. 4,500 miles. Was: £15,590 **Now: £12,295** Save £3,295!
10 10 SEAT Ibiza 1.6 TDi CR Sport 5-door Hatchback in Luna Grey. 5,500 miles. Was: £15,000 **Now: £11,995** Save £3,005!
10 10 SEAT Leon 1.9 TDi S 90PS 5-door Hatchback in Luna Grey. 5,000 miles. Was: £15,590 **Now: £11,795** Save £3,795!
10 60 SEAT Ibiza 1.4 Good Stuff 5-door Hatchback in Black Magic. 2,000 miles. Was: £13,495 **Now: £10,995** Save £2,500!
10 60 SEAT Ibiza 1.4 Good Stuff 5-door Hatchback in Luna Grey. 3,000 miles. Was: £13,495 **Now: £10,995** Save £2,500!
10 60 SEAT Ibiza 1.4 Good Stuff 5-door Hatchback in Emocion Red. 3,500 miles. Was: £13,095 **Now: £10,695** Save £2,400!

07 07 SEAT Leon 2.0 FR TSi 200PS 5-door Hatchback in Black Magic Metallic. 34,500 miles. Was: £10,995 **Now: £10,495** Save £500!
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08 58 SEAT Ibiza 1.4 16V SE 85PS 5-door Hatchback in Luna Grey. 17,500 miles. £8,295
07 07 SEAT Leon 1.9 TDi PD Stylance 5-door Hatchback in Luna Grey Metallic 54,561 miles. £7,995
08 58 SEAT Ibiza 1.4 SE 5-door Hatchback in Black. 19,000 miles. £7,995
08 08 SEAT Ibiza 1.4 Sportrider 5-door Hatchback in Zenith Grey. 17,000 miles. £6,895
07 56 SEAT Ibiza 1.4 Stylance 3-door Hatchback in Luna Grey, Automatic 17,000 miles. £5,795

Other makes

05 05 BMW Z4 3.0i SE 2-door Roadster/Convertible Tiptronic in Maldives Blue. 13,500 miles. £16,750

07 07 Vauxhall Vectra 1.9 CTDi Exclusive 5-door Hatchback Automatic/Tiptronic in Silver. 31,000 miles. Was: £8,295 **Now: £7,795** Save £500!
08 57 Skoda Octavia 1.6 FSi Classic 5-door Hatchback in Gold Metallic. 23,600 miles. Was: £7,995 **Now: £7,295** Save £700!
07 07 Renault Clio 1.4 Dynamique 5-door Hatchback in Mercury Metallic. 24,500 miles. Was: £7,295 **Now: £6,995** Save £300!
07 07 Skoda Roomster 2 1.4 5-door Hatchback in Deep Sea Blue. 23,000 miles. Was: £7,695 **Now: £6,995** Save £700!
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07 57 Ford Fusion 1.4 Style Climate 5-door Hatchback Automatic in Tonic Blue. 17,500 miles. £5,995
08 57 Ford Ka 1.3 Zetec Climate 3-door Hatchback in Ocean Blue. 26,500 miles. £5,495
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INSIDE THIS WEEK

THE Kent economy takes in £3.2 billion annually as a direct result of tourism, showing the county's appeal is stronger than ever.

The Visit Kent study also shows the industry supports 63,000 jobs and has grown in every area since the organisation's previous survey in 2006.

Visitors numbers rose by 8 per cent to 56.6 million, and the number of tourism jobs by 7 per cent.



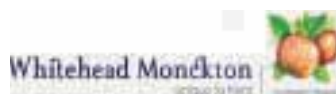
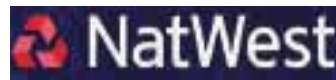
SIMON ROBINSON

BUSINESS EDITOR

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BioCity incubator offer to lure top Pfizer staff

By SIMON ROBINSON

simon.robinson@kosmedia.co.uk

A BIOSCIENCE business centre is hoping to lure Pfizer staff away from the county.

Start-up 'incubator' BioCity Nottingham is offering entrepreneurial employees the chance to set up their own fledgling companies in the East Midlands.

To sweeten the deal, any Pfizer worker who chooses to make the move and launch a new pharmaceutical venture is being offered 12 months' free space at BioCity.

The offer comes just a week after the Government's Pfizer taskforce announced that keeping the drug firm's scientists in Kent was its main aim.

Science minister David Willetts said: "The priority must be to hold on to the highly skilled workers at Sandwich and ensure the world-class research there continues."

BioCity's chief executive, Dr Glenn Crocker, said there were a number of science-based start-up facilities looking to lure Pfizer workers away from Kent.

Attributes

"There is an enormous difference between undertaking research and development within a global pharmaceutical company and undertaking the same work as an entrepreneur, running your own business," he said.

"Entrepreneurship isn't for everyone, but for those who have the attributes and drive to create their own business, it is vital that they are supported to develop the commercial skills to thrive in this entirely new environment.

"Facilities like BioCity in Nottingham, and others across the UK, are providing these scientists with an environment in which they can find the support they need to plot a commercial path to success."

BioCity made a similar free-space offer to scientists at drug firm AstraZeneca's research facility in Charnwood, near Loughborough, which closed last year. More than 1,200 employees were affected.



START ME UP: Pfizer's skilled workforce is attracting overtures from outside the county

A BioCity spokesman said: "Just a year ago, BioCity responded to the AstraZeneca Charnwood closure plans by offering a package of support to former employees including training, advice and office or lab accommodation.

"As a direct result, several new ventures have emerged. Such immediate and practical intervention provides a model to both Government and the pharmaceutical industry looking to take some of the pain out of the recent Pfizer announcement."

But Pfizer's senior vice-president and site head at Sandwich, Dr Ruth McKernan, said she was hopeful the Government's taskforce could find a future for the R&D site and its 2,400 workers.

"Sandwich has an extremely talented workforce and excellent facilities," she said.

"Our priority is to work together to explore external partnership opportunities in an effort

to preserve jobs and activity on the site."

Business secretary Vince Cable has given the Pfizer taskforce a 30-day deadline to draw up a list of viable options that could secure the future of the Sandwich site.

• A BUSINESS breakfast – Life After Pfizer – will be held in Sandwich next month.

The event will feature a series of short talks from senior figures who will advise on the business opportunities in east Kent following the announcement of the closure of the pharmaceutical giant's European research and development site.

The networking breakfast runs from 7.30am to 9.30am on Friday, March 11, and costs £12 for chamber of commerce members, £16 for non-members. To book a place, phone 01843 609289 or email manager@tekco.co.uk. The breakfast is being co-organised by the Thanet and East Kent Chamber and the Dover District Chamber of Commerce.

'Signs of stability' despite jobless rise

EMPLOYMENT minister Chris Grayling says the labour market shows signs of stabilising, despite a rise in unemployment across the UK.

Figures released by the Office for National Statistics (ONS) show the number of jobless in the UK rose by 44,000 to almost 2.5 million between October and December last year.

The number of Jobseeker's Allowance (JSA) claimants has also risen, up 2,400 last month to 1.46 million.

Of those, 26,586 are from Kent.

Medway is home to the highest number of JSA recipients (6,508), followed



Chris Grayling

by Thanet (4,284) and Swale (3,138).

Mr Grayling accepted that the figures were high but pointed to a sharp rise in the number of job vacancies as a sign of an improved economic outlook.

"It's been a difficult few months in the labour market, but things do now seem to be stabilising," he said.

"That the number of vacancies has risen to half a million across the coun-

try, the highest in two years, is particularly encouraging.

"The challenge for us now is to push ahead with our welfare reforms as quickly as possible so we start to move more people off benefits to take advantage of those vacancies."

• JSA claimants: Kent – 26,586; Ashford – 1,903; Canterbury – 2,173; Dartford – 1,921; Dover – 2,275; Gravesham – 2,416; Maidstone – 2,265; Medway – 6,508; Sevenoaks – 1,234; Shepway – 2,562; Swale – 3,138; Thanet – 4,284; Tonbridge and Malling – 1,352; Tunbridge Wells – 1,063.

Comment

IT'S difficult to place a figure on the full financial fallout of Pfizer's decision to shut its Sandwich research and development base. The pharmaceutical firm's 2,400 on-site employees are of course to be made redundant over the next 18 to 24 months.

Then there are up to 3,000 more workers who are indirectly employed by Pfizer, such as caterers, cleaners and maintenance staff, who will find themselves forced into looking elsewhere for a job.

But the financial shockwave will spread further still should a new owner, or purpose, for Pfizer's high-spec research-and-development site not be found.

With some 5,400 people facing redundancy as a result of Pfizer's departure, retail, leisure and other associated industries are certain to feel the knock-on effect.

High-street shops, restaurants, bars, cinemas, cafés, hotels, theatres and car dealerships will all suffer as the thousands affected collectively tighten their purse strings.

One aspect of the closure that has so far not been widely considered is the potential knock-on effect on the county's housing market.

It is likely that Pfizer's much-sought-after skilled employees will take advantage of a shortage of scientists by taking up positions outside the county or even country.

Such an exodus would leave hundreds of high-end homes vacant, sending buyer demand tumbling and perhaps house prices with them.

A lot depends upon the Sandwich economic development taskforce, set up by the Government in the hope of delivering a range of proposals for minimising the impact on the east Kent economy.

The taskforce, chaired by county council leader Paul Carter, has been given 30 days to find viable ways of keeping Pfizer's workforce in the area before it submits its findings to business secretary Vince Cable.

If the taskforce does not manage to identify a prosperous and realistic future for the huge Sandwich site, its failure could cost east Kent for years to come.

BUSINESS EDITOR, SIMON ROBINSON



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Firm's relocation leads to expansion

EMPLOYMENT screening firm Jefferson Hunt is looking to expand after relocating its head office to Kent.

The company, which offers comprehensive background checks, verifying would-be employees' credit, education and employment histories, has moved from Essex to Watlington, near Maidstone.

Jefferson Hunt plans to increase its workforce to about 20 within the next 12 months. The firm's Angus Buchanan praised Locate in Kent for its help in assisting with the company's move into the county.

"During my three-year search for

property in the county, Locate in Kent provided invaluable support and assistance and numerous lists of properties to view," he said.

"The agency is an excellent source of information and I was able to call on the company when I needed to procure local services and was given excellent contacts, including IT and telecoms companies. I can't praise Locate in Kent highly enough.

"Kent also represented a great opportunity for Jefferson Hunt, since here we have access to a large number of the type of highly experienced and highly-skilled ex-City workers we

need to undertake our reports. On a personal level, I can also be in the City and in front of clients within an hour – a crucial benefit to our business."

Locate in Kent chief executive Paul Wookey said: "The business-services industry is strong in Kent and during this financial year has been one of the top sectors among projects we have assisted.

"It is important that companies such as Jefferson Hunt continue to be attracted by our message that the county's proximity to the City and its cost-effective properties make it an unrivalled business location."

JCB scoops order as hire specialist replaces the fleet

SPECIALIST hire firm H.E. Services has signed a £14 million digger deal with JCB, writes Simon Robinson.

The Strood-based excavator hire company placed the huge order – equating to 350 new vehicles – at JCB Transmissions in Wrexham.

The deal was signed in the presence of Chancellor of the Exchequer George Osborne during his visit to the site.

H.E. Services chairman Hugh Edeleanu said: "Our company's mission is to provide the best quality service and most extensive range of machines and attachments for our customers and this big investment in new JCBs is critical to delivering that promise.

"We pride ourselves on having Britain's most up-to-date fleet of machines and are committed to replacing that fleet every two or three years to ensure customers get the most efficient, powerful and high-performing products on the market."

JCB chief executive Alan Blake said: "This order follows a number of major deals secured so far this year and we are delighted that a company of H.E. Services's reputation has chosen JCB when updating its fleet.

"H.E. Services is a long-standing



INFRA DIG: Chancellor George Osborne flanked by JCB chief executive Alan Blake (left) and HE Services chairman Hugh Edeleanu

JCB customer so it is testament to both the quality of our machines and service back-up that we have retained this important business.

"This year has got off to a flying start. Our order books are in their healthiest position for four years and the outlook for the rest of 2011 is extremely promising."

H.E. Services is the UK's largest

specialist excavator hire-company and boasts a 2,000-strong fleet of excavator machinery, offered for hire via 12 depots nationwide.

The firm, founded in 1972, employs more than 1,000 staff. Away from its hire business, the company is also known for its four Diggerland theme parks, in Strood, Devon, Durham and Yorkshire.

Restructure threat to sports outlets

SPORTS retailer JJB has announced plans to shut up to 95 stores as it struggles to keep pace with industry rivals.

The firm, which has outlets in Dover, Canterbury, Maidstone and Hempstead Valley, Gillingham, plans to close 45 stores in the next 12 months and keep 50 on review for two years.

JJB Sport bosses are in negotiations with landlords regarding Company Voluntary Arrangements (CVA) which will enable the firm to push ahead with the cuts. The CVA

will see rent for stores reduced and payments made monthly rather than quarterly.

Chairman Mike McTighe said: "The board and management team are working urgently on a fundamental restructuring plan which will significantly strengthen JJB's finances and build on the group's strengths.

"We are confident that, with the support of key stakeholders, we can complete this restructuring in the coming weeks."

JJB employs 6,300 staff in more than 250 stores nationwide.



TURBINE manufacturer Vestas saw profits rise 25 per cent in the past year, thanks largely to the Thanet offshore windfarm. The Danish group provided parts for the Kent windfarm – the largest offshore windfarm yet built – which was hooked up to the national grid in September, last year.

Net profit rose from £125 million in 2009 to £156m in 2010. UK equipment deliveries during this period soared to 530 megawatts (MW), a leap from 120MW on the previous year. The Thanet windfarm accounted for 300MW of these extra shipments. The 100 Kent turbines, in eight lines, can generate enough energy to power 200,000 homes.

MORE than 825 million loose bananas will pass through George Hammond's Port of Dover base this year. The fresh-produce firm hit the huge sum – enough to stretch almost halfway round the world – after securing a new service with Seatrade, which will import the fruit from Ecuador.

MD James Ryeland said of the deal: "This is great news. We've seen steady growth over the past year and 2011 is already looking positive with the addition of this new service."

"The Port of Dover have been supportive and offered us operational flexibility, which means we can welcome these new ships and concentrate on securing new business."

George Hammond will also see 10 million melons and pineapples pass through on the way to supermarkets across the UK before the year is out.

ALMOST four out of five businesses in the region have admitted they break the law by failing to have a minimum number of trained first-aiders.

A survey by St John Ambulance revealed that 79 per cent of South East businesses fell short of office health-and-safety regulations. St John Ambulance has launched an online survey to help determine whether firms are meeting statutory first-aid requirements. The organisation will then provide advice and training, as necessary. To complete the survey, visit sja.org.uk/survey.

LUXURY homes developer Green Amber has picked up an industry award. The Westerham-based company took first prize at the Premier Guarantee Excellence Awards in the single-unit development-of-the-year category. The firm earned the award with a high-spec seven-bedroom family home.

George Micallef of Green Amber said: "We're thrilled to have won – recognition from our peers is an honour. We are proud of all of our developments and designs and work hard to ensure none of our properties is ever the same. Each house is unique, from concept to completion."

The Premier Guarantee Excellence Awards are in their fourth year and recognise the best of the UK housing market.

FIRST-TIME buyers have nominated an Ashford residential block for an industry magazine's annual awards.

The Latitude Walk complex has been shortlisted in the First Time Buyer Readers' Awards best-small-development category. Developer Moat has also been nominated for most imaginative marketing campaign (Bridge House, Croydon) and best website. Moat's director of sales and marketing, Marilyn DiCara, said: "To be shortlisted in one category would have been great, but three is amazing."

"Winning one of these awards would be the icing on the cake because they are voted for by the people we aim to reach with our services."

Punching above our weight with tourism

By **SIMON ROBINSON**

simon.robinson@kosmedia.co.uk

TOURISM contributes £3.2 billion to the Kent economy and supports 63,000 jobs, new research has revealed.

An independent study based on statistics gathered from 2009 shows the industry has boomed since the last review was conducted in 2006.

The number of visitors to the county rose by 8 per cent to 56.6 million. They spent almost £2.6 billion, up 9 per cent on 2006.

A further £176.2 million was spent in the county by visitors on their second homes and boats, and by friends and relatives entertaining guests – a 25 per cent increase.

Demand

The number of jobs created in tourism rose with increased demand, up 7 per cent in the three-year period.

The study was commissioned by Visit Kent. Chief executive Sandra Matthews-Marsh said: "These tremendous results really demonstrate that Kent and Medway is increasingly recognised as a top UK destination both at home and abroad."

"Visit Kent is a not-for-profit organisation bringing together local authorities and our 3,000 tourism, leisure and hospitality businesses to market our county in a way that no individual business or organisation could do

FACT FILE

Kent tourism survey

- 56.6 million visitors – up 8 per cent
- They spent £2.6 billion – up 9 per cent
- 51.5 million day-trippers – up 8 per cent
- They spent £1.76 billion – up 9 per cent
- UK residents made 4.3 million domestic overnight trips to Kent.
- Associated expenditure reached £567m, with the average spend per person of £131.49 per trip

on its own. Together we are punching far above our weight.

"Our innovative partnerships, which are developing all the time, are adding so much value to our campaigns and our marketing reach."

"I am confident that when the next survey is done, based on data collected in 2012, the

results will be even more impressive."

The study also revealed there were 4.3 million domestic overnight trips to Kent in 2009, with Medway, Canterbury and Thanet providing the most popular destinations.

Expenditure associated with domestic overnight trips was £567m, with an average spend per person of £46.78 per night and £131.49 per trip.

The 810,000 overnight trips to Kent by overseas visitors was an increase of 3 per cent on 2006, with Canterbury and Ashford being the biggest draws. Overseas visitors spent a total of £263.3m – 9 per cent more than in 2006.

All parts of the county enjoyed an increase in the number of day trips made to and within the county in 2009, which totalled at 51.57 million – an 8 per cent increase in volume overall compared with 2006.

Assets

The day-trippers were also spending more – at £1.76bn, a 9 per cent increase.

KCC's economic development chief Kevin Lynes said: "Tourism has made a massive difference to many businesses and to local people and it is clearly an important growth sector for Kent."

"It is the only sector that allows us to build growth without laying bricks, but by using our natural assets."

"So these are excellent results and we are committed to developing our tourism, leisure and hospitality economy even further and positioning Kent as a top UK destination."



Airport's expansion inquiry under way

AN INQUIRY into the £25 million Lydd airport expansion plans began on Tuesday.

Officials will look at a range of issues in the next 13 weeks, including noise, ecology, nuclear safety and the socio-economic implications.

Airport bosses say the proposals will give the area a much-needed economic lift, creating hundreds of jobs and bringing tourists – and revenue – to south-east Kent.

Opponents argue that any expansion would have a devastating knock-on effect on wildlife and coastal wetlands.

Writing on the Business for Kent website, the Friends of the North Kent Marshes said: "We are passionate about protecting our natural heritage here in north

Kent and the same goes for the precious habitats down on the south coast. We truly believe that there should be no further expansion at Lydd airport."

"As Kent residents we feel that we should be looking to make the most of these wonderful natural assets which bring long-term sustainable benefits and opportunities to the area for jobs in green tourism and habitat management."

"The area's unique habitats and wildlife are protected under national and international law and it would be totally wrong to put them at risk through the inappropriate development of a large airport."

A final decision on the application is not expected until the end of the year at the earliest.



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We must not fail next generation

by Belinda Phipps, NCT chief executive

IT IS DIFFICULT to pick up a newspaper or log on to a news website without being bombarded with speculation and opinions about the economic situation.

One week the headlines are announcing fears of a double-dip recession, the next Labour leader Ed Miliband is saying that spending cuts "risk betraying a generation of young people".

In the last Budget, Chancellor George Osborne announced cuts and reductions to grants and benefits, the effects of which are now starting to be felt.

NCT, the UK's largest charity for parents, is concerned these measures will hit us where it hurts the most – the future generation.

An average couple with two children and one on the way, and a household income of £24,000, could already be seeing themselves close to £1,000 down, with further cuts on the way later this year.

Health In Pregnancy Grant was abolished from January 1 (£190 gone), the Sure Start Maternity Grant was restricted to only the first-born child from April (£500 gone), and the Child Trust Fund was abolished, with Government contributions ceasing from January (£250 gone).

Struggle

Other measures being introduced that will affect families include the freezing of child benefit from April until 2013, and scrapping them altogether for households where either mum or dad is a higher-rate taxpayer – a move affecting 1.5 million families.

On top of this, VAT has risen to 20 per cent and National Insurance is set to rise to a basic rate of 12 per cent in April. The average price of a basket of groceries has risen from £67.49 a year ago to £70.49. NCT wants new families to be free from being pulled apart by the struggle to meet their financial needs and feel able to meet the needs of their baby.

We need to help those who are planning to raise a family in these difficult times of public-expenditure cuts. NCT knows that having a baby can be expensive: clothes, toys, equipment, food and nappies all cost money that parents have to find from somewhere. There are many ways NCT is already helping families in your community.

Our nearly-new sales are a lifeline for cash-strapped families, providing an alternative to forking out for new baby products and an opportunity for parents to make money from selling clothes and equipment they no longer need. Last year, more than 200,000 parents attended an NCT nearly-new sale.

From a dinosaur

KOSmedia BUSINESS WEEK

THE BIG INTERVIEW

DINOSAURS roamed the earth 220 million years ago. They flourished over the next 155 million years, evolving and spreading across the globe before eventually dying out 65 million years ago.

There followed 63 million years of relative stability. Early man eventually arrived on the scene two million years ago and picked up where the dinosaurs left off – evolving and multiplying.

Skip forward ever so slightly to just 41 years ago and fossil enthusiast Terence Collingwood came into existence.

He turned his passion for dinosaurs and fossils into a full-time business – I Dig Dinos – five years ago.

Speaking at his Rochester shop, a fossil-fanatics paradise, Collingwood explained how his hobby slowly became his job.

"I was always fascinated with dinosaurs and fossils but, having no background in paleontology, was unaware that you could own your own."

"I assumed, like most people, that all the best fossils ended up in museums. The last

Fossil collector Terence Collingwood, right, turned his hobby into a business in 2002 as a means of his ensuring he could continue to add to his collection. After his online enterprise took off, he launched the I Dig Dinos e-shop three years later and opened a store in Rochester the following year. His company is the UK's sole dinosaur shop supplying a range of fossils in the UK. He spoke to Business Week editor SIMON ROBINSON.



decade has been a real eye-opener for me as I've found out just how rich our fossil deposits are and how affordable they can be."

Armed with this information, Terence began collecting fossils from across the globe.

It was when this collection began to take over his home that he started selling some items online.

Having established a network of buyers and needing a physical presence to display and store stock, the I Dig Dinos shop was opened in 2006.

It was at this time that Collingwood gave up working full-time in IT to commit to fossils, a decision he found easy.

"I committed to the business just before the recession hit. Back then I was doing more trade in fossils and dinosaurs part-time than I'm currently doing full-time, unfortunately."

"So it was an easy decision to give up work I didn't particularly enjoy to import and sell fossils."

Business was booming, especially overseas, which originally accounted for 60 per cent of revenue. The success was based on a lack of competition.

Collingwood's business is one of just six dinosaur shops in the country and the sole provider of a range of fossils in the UK.

He said: "One of the good and bad things about what I do is that there is no real money to be made – I do it largely for the love of it."

Collingwood buys items from the US, including the dinosaur fossil mecca of the Hell Creek Formation, which is around the size of the UK. The fossil fan also buys items face-to-face at an annual industry show in France.

Although he has the pick of the market, from £4 dinosaur teeth up to high-end rare collectors' items,

Collingwood said his business model was clear from the outset.

He said: "The original remit was to supply affordable fossils. I wanted the business to be exactly what I would have wanted when I was younger. Most of the fossils on offer are £10 or under. I sell some pieces from my personal collection and have some specialist pieces, but the majority of my stock is affordable."

The shop now accounts for 85 per cent of Collingwood's total revenue, thanks largely to its location in the visitor-rich heart of historic Rochester high street. The stock has



CAUGHT IN TIME: Fossilised fish for sale

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TERENCE COLLINGWOOD'S CV

- 1987 - left school educated to A-level in maths
- 1992 - started work at Thamesport, originally as a data-inputter but then in programming and IT support
- 2001 - started buying fossils "when I found out Ebay had some"
- 2002 - started selling spare fossils to support buying more fossils
- 2005 - started I Dig Dinos to sell professionally from home
- 2006 - left Thamesport and opened first shop in Strood
- 2007 - moved to bigger premises in Rochester
- 2010 - moved to current shop

hobby to roaring trade



ROCK SOLID: Terence Collingwood with stock at I Dig Dinos, the location of which has 'seen him pull through'

diversified into crystals, toys, jewellery and fluffy dinosaurs, a move that has seen the scope of I Dig Dinos customers expand. Collingwood said: "I cater for everyone. My youngest customers are probably three to four years old. Their parents buy the toys, but hopefully that will spark a passion for dinosaurs they will want to continue when they're older and move into collecting fossils."

"We also deal with industry professionals. I send bugs captured in amber to a professor in Austria. And just last week I had representatives from The National History Museum here buying supplies for their outreach work as they're not allowed to use items from their own collection. I appeal to everyone." As for the future, Collingwood says he has no plans to expand.

"I enjoy fossils and have no plans to move into the world of franchisees. My internet presence may increase, but there's a limit to what you can do. The recession has hit me, and the last four years have been a struggle, but the location of my shop has seen us pull through. I can see the business carrying on with this location and as long as I can carry on then I'm happy."



EVOLVING: Collingwood has branched out into crystals and soft toys



WELCOME: The I Dig Dinos fossil shop in Rochester high street

TERENCE'S TOP TIPS

- Know your product
- Don't overstretch financially – you never know when a recession will hit
- Put in the time and effort – especially if self-employed
- Be prepared to diversify when required
- Get support from professional organisations
- Enjoy your work
- Always appear professional
- Utilise the internet
- Check competition and do market research
- Be competitive or offer a little extra

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Firms await impact of budget cuts knock-on

COUNCIL cutbacks of more than £115 million will have a huge impact on Kent's businesses, according to authority finance chiefs, **writes Simon Robinson.**

Severe Government spending cuts have left Kent County Council with a £95 million funding black hole, while the unitary Medway authority has a £23.5m shortfall.

While both councils have promised they will not counter the funding restrictions with council-tax rises, a move welcomed by recession-hit residents, Kent business looks set to fare much worse.

Efficiency

KCC leader Paul Carter said the authority would have to become a "leaner organisation", while Medway Council money-men spoke of enforcing "efficiency measures".

About 1,700 posts will be lost across both authorities – leaving those who cannot be redeployed internally facing redundancy – while council deals with Kent contractors are sure to be reined in.

This all contributes to a bleak outlook for firms across the county.

Medway Council's finance boss and deputy leader Alan Jarrett said: "You're right to identify the problem. Unfortunately, there's not



POSITIVE: KCC's John Simmonds



SHORTFALL: Alan Jarrett of Medway

much we can do. The main thing we have to do is try to maintain spending on frontline services.

If people do not have money, that's another matter.

"What we've done in Medway is all we could have done. Other councils have done worse with more money. We've done well given the circumstances.

"We've tried to minimise the impact of the

knock-on effects the budget cut will have. In particular we've looked carefully at the 154 posts that will be gradually lost at the council. Where possible, workers will be redeployed."

KCC's cabinet member for finance, John Simmonds, said while their most recent budget was the most difficult it had ever faced, there were positive aspects.

"We have retained a capital spending programme of £772 million over three years," he said.

"This is less than we have been spending, but is still a considerable sum.

"Of course, some of this money will go to Kentish firms.

"During a three-year period, 1,500 posts will go but this is not new to us.

"We currently have 900 vacancies, and while I'm not pretending that these will marry up completely, it does give us room to redeploy a lot of affected workers.

Cllr Jarrett said he still felt strongly about the "unprecedented" 11.9 per cent funding cut. "I don't feel any different," he said.

"We had an unfair formula grant settlement under Labour and the new Government has carried on that system.

"In fact, the tinkering they have done has seen the South East receive less funding than the rest of the country, which has only exacerbated the problem."

Sign up to fair play and reap the rewards

VISIT KENT is urging leisure and tourism firms to sign up to Fair Pricing and Fair Practice charters.

The county tourism champion hopes the pledges will reassure visitors that Kent businesses are committed to fair and reasonable trading and professional service.

The charters were launched in readiness for an influx of sports-mad visitors to The Open golf tournament in Sandwich this July and the London Olympic Games in 2012.

Visit Kent chief executive Sandra Matthews-Marsh said: This is an opportunity for Kent's 3,000 businesses in the sector to gain recognition and establish their credentials.

"Visit Kent is determined to lead the way in gaining recognition for our county as a leading destination and ensuring a legacy which will add value long after the Olympic baton has been passed on.

Fantastic

"This will send a message to travel-trade businesses and visitors that we take our businesses seriously and are committed to fair trading and high standards."

KCC's community services boss Mike Hill said: "The Open is a fantastic opportunity for businesses and this initiative will help them showcase their commitment to quality.

"We want visitors to experience the best that Kent has to offer so they not only enjoy their stay this time but continue to come back."

Businesses signing up to the charters will be entitled to display Fair Pricing and Fair Practice marks on publicity material. The Bell Hotel in Sandwich, Ashford International Hotel and the University of Kent have already signed up.



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Keeping cool is the solution

INSTALLATION experts Kent Office Solutions worked through the sub-zero snowstorms to meet a college deadline.

The Canterbury-based supply firm was employed to fully kit out a new Manston Business Park plot.

Clients Training Solutions – Thanet College's Business Training Centre took on Kent Office Solutions to furnish the college's reception, break-out areas and training rooms on the ground floor and a mixture of workstations, hot-desking, meeting areas and archive storage to the first floor.

Initial meetings were held in early October last year, when only the outer structure of the training centre was in place.

Versatile

During the next few weeks, plans were exchanged by email to provide a definitive layout of the premises, helping other contractors to site M&E services correctly.

Products were then selected for each of the working areas based on cost-effectiveness and versatility.

The training rooms were to be equipped with a mixture of bench-desking for IT training, meeting tables and smaller tables capable of being moved for exam purposes.

The reception was designed to match the finish of all other furniture supplied, together with brushed aluminium to match the beautifully designed staircase.

Bench-desking for field workers was specified, together with desktop power and data modules to facilitate the use of laptops.

Bespoke mobile pedestals with handles were designed for the field workers, together with housing units based in the archive room for



COMFORT ZONE: Training rooms, kitchen and other areas at the Manston Business Park facility were installed by Kent Office Solutions

storage when not in use. The space above these units was filled with bespoke additional lateral filing units to ensure no space was wasted.

The project was finished on time despite large parts of the county's roads grinding to a halt under thick blankets of snow and ice.

Kent Office Solutions saw the final delivery of products on the target day and finished the job despite the need to work around other contractors who were putting finishing touches to their installations.

Their efforts on Training Solutions – Thanet College's new facilities were praised by director of business development Karen Evans.

"We selected Kent Office Solutions to work with as they gave us the confidence at the outset they could meet all our requirements and

expectations, including delivery within a short lead time," she said.

"We wanted to deal with a local company and were pleasantly surprised that Kent Office Solutions had the capabilities to handle a significant project effortlessly.

"From taking the initial brief, right the way through to installation, they understood what we were trying to achieve.

"They came up with stunning designs and innovative solutions, especially the mobile storage and housing units, which are now known affectionately to us as puppies and kennels.

"Despite continual reassurance from Kent Office Solutions, the greatest surprise came when delivery and installation were carried out on the promised day despite the huge

amount of snow we had all suffered over the previous couple of weeks. The excellent service did not finish with installation. As with all these things, there were snags. In one of the training rooms it was discovered some structural pillars protruded in the room, which was not shown on the original plan.

"Without fuss or additional cost to Thanet College, Kent Office Solutions went back to the drawing board and came up with a solution to modify the bench desks to fit the new slightly smaller wall space without compromising working area.

"Full marks to Adrian Ponting and his team for a truly professionally managed project."

Kent Office Solutions has recently been appointed dealers for Herman Miller, manufacturers of the Aeron chair.

Kent counters report's downbeat forecast with cautious optimism

THE recent upturn in the commercial property market is likely to prove unsustainable, according to a new study.

The bleak forecast was made by consultancy Ernst & Young, which said December's 3 per cent price rise may not immediately lead to a long-term recovery.

Although the spike was the sharpest monthly increase in more than two decades, real-estate head Dean Hodcroft said this only indicated that investors were calling the bottom of the market.

He said: "Welcome though the bounce of activity has been, its sustainability is far from certain.

"The upturn has largely been based on investors deciding the bottom of the market had been reached, and the massive decline in prices over the past couple of years resulting in attractive opportunities."

The fragility of the banking sector is also thought to remain a major threat to recovery.

Ernst & Young's research found that banks are still highly vulnerable to defaults by property companies, and with vacancy rates still on the rise, and rents still falling, such defaults look set to increase.

Andrew Goodwin, the senior economic adviser to the group, said: "With demand likely to remain weak across all market segments as the UK economy stutters out of recession and the possibility of the banks' leniency and support for property companies waning, the most significant risks are all on the downside.

"It is difficult to see how the level of recent activity can be sustained."

The only bright spots of the research were linked to the weakness of the pound and London's position as a strong international market.

KENT'S RESPONSE: From a commercial property perspective, this year could best be described as one of 'cautious optimism'.

Having just returned from the UK Science Park Association national conference, it is clear Kent Science Park is performing well in terms of attracting and retaining knowledge-based businesses. We are receiving a healthy level of property inquiries, the challenge is converting them into new arrivals and employment opportunities for residents.

A number of our tenants are growing and demanding extra space, which reinforces our long-term confidence in the park. We are continuing to invest significant sums in our on-site infra-

structure and facilities, as well as highlighting the need for a new road linking the park to the M2 via a new junction.

Investment in road infrastructure would underpin not only the park's ability to attract new businesses and jobs, but also the wider regeneration of Sittingbourne and Swale.

With more than 45 per cent of the 1,190 workers at the park living within three miles of the gate, the park's ongoing success means employment growth for Swale and all that that means for the local economy.

JAMES SPECK, director, Kent Science Park

• The Ernst & Young report gives a national perspective of the commercial property market – and the annual Kent Property Market Report shows that Kent does not tend to experience the same peaks and troughs in property rents and costs.

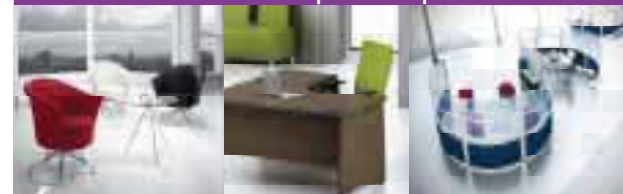
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Find out if Dover Athletic could get their promotion campaign back on track after Monday night's trip to Eastleigh



See if Dover RFC could cause an upset on the road at Chichester in London 1 South



Kent's Alex Blake on signing a new three-year deal to stay with the county until the end of the 2013 season



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ALL THE THRILL OF THE SLOPES RIGHT ON YOUR DOORSTEP



More Toning Therapies for everyone

- Relaxation Massage
- Contour Body Wrap
 - Facials
- Manicure and Pedicure
- Steam Room and Jacuzzi
 - Hot Stones Massage
 - Spray Tan

Course of 3 Body Wraps	£125
Course of 5 Gezanne Facials	£110
Full body Massage from	£25
Manicure from	£12

Vouchers available for any toning
therapy, relaxation or beauty treatments